

# Chemist & Druggist

Department



28 October 1972

THE NEWSWEEKLY FOR PHARMACY

The sunshine is breaking through  
in a BIG way this Autumn

## Haliborange TABLETS

*With a massive Haliborange Tablets  
advertising campaign aimed at bringing in bigger and  
better sales for you than ever before!*

A really full-colour splash in women's magazines and a massive black and white campaign in the national press—the total circulation of which is over 190 million copies (and that makes pretty good sales sense!). The campaign is concentrated in two powerful bursts from weeks commencing October 9th to December 11th and January 8th to February 26th.

A big TV campaign consisting of 30 and 15 second colour commercials on every ITV station, screening at peak hours 3 times an evening. Every station will be showing at least 12 spots between October 13th and November 3rd. 13½ million housewives will have the chance to see these great new commercials—that's 80% of housewives in all ITV homes.

*With a campaign like this, there'll be  
a terrific demand this winter for Haliborange  
Tablets. So stock up now – and this cold  
season, let the sunshine in.*



**NEW**

Securitainer pack —  
for greater sales appeal.



Haliborange is a Trade Mark of  
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LONDON E2 6LA

## Beauty Business

SPECIAL  
SUPPLEMENT

## Scottish pharmacists' conference

## Research in general practice







# The Troubleshooters

Varta – portable power houses that you and your customers can rely on. A complete range for every photographic purpose – and every other, too. Made in Germany by one of the world's largest battery makers. Whose U.K. technical sales department welcomes your queries, can solve problems for you.

Varta – the troubleshooters. For you. And for your customers.



# VARTA

VARTA Batteries Ltd., Varta House,  
Hanger Lane, London W5 1EH, Tel: 01-998 7551/4



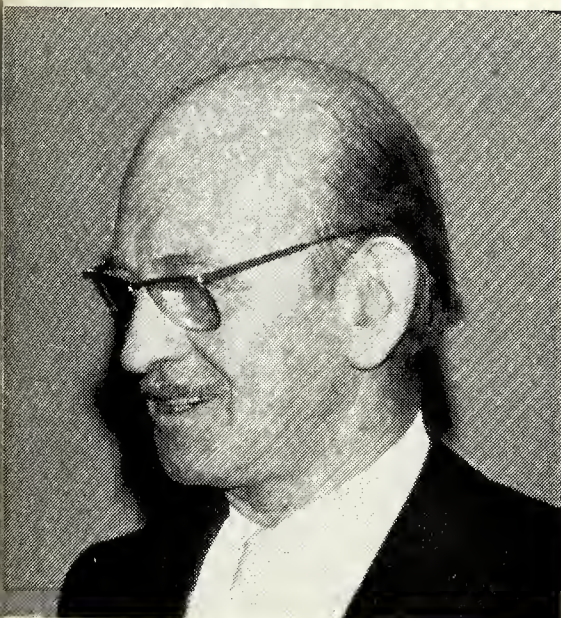
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Benn

Official organ of the Pharmaceutical Society of  
Ireland and of the Pharmaceutical Society of  
Northern Ireland



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# Get your name in the papers.





# Whole page ads to be won

Win publicity for your store with this unique VASELINE INTENSIVE CARE® Lotion competition!

1st prize:

A full page advertisement in your local weekly newspaper, whenever you like, provided it appears before 31st March 1973, for your own special offers including VASELINE INTENSIVE CARE Lotion (limited to a cost of £450 including production).

2nd prizes:

Three of them—a half page in your local weekly newspaper on the same conditions as above (limited to a cost of £300 including production).

All of them really useful prizes to save you money—generate more profit for you.

## All about Vaseline Intensive Care Lotion

VASELINE INTENSIVE CARE Lotion is brand leader in chemist multiples (18% brand share March/April 1972).

It was brand leader in chemist multiples within nine months of its national launch.

To date, VASELINE INTENSIVE CARE Lotion is Britain's fastest growing hand lotion.

£135,000 is being spent in 1972 on a national television campaign, and the next advertising burst runs for six weeks from 16th October. Remember, over 80% of all women use a hand lotion!

For your information: Money-off stock is now being sold into the trade.

You can order VASELINE INTENSIVE CARE Lotion in three sizes:

90grm	22½p* (2½p Off-20p)
185grm	35p* (5p Off-30p)
295grm	49p* (9p Off-40p)

\*All recommended retail prices

## All you have to do in the competition

Below is one question about VASELINE INTENSIVE CARE Lotion. The clues to the answers are all contained in this advertisement. Simply number 6 answers in order of importance, putting each number from 1 to 6 in the appropriate box, and then give your separate answer to the question: "Why will your customers find that VASELINE INTENSIVE CARE Lotion is the best hand lotion they can buy?" (in not more than 20 words). That's all. And it's simple. Just fill in the coupon below, and you could be on the way to winning a lot of publicity for yourself.

Full rules available from competition address on receipt of stamped and addressed envelope. All winners will be notified by 16th December 1972.

® VASELINE and ® VASELINE INTENSIVE CARE are registered trade marks of Chesebrough-Pond's Ltd.

Send your entry to arrive no later than 30th November 1972 to:-  
Chesebrough-Pond's Limited Victoria Road  
Willesden London NW10 6NA.

Number each box from 1 to 6 in your order of importance.  
All Chemists should stock VASELINE INTENSIVE CARE Lotion because:-

- |   |   |
|---|---|
| <input type="checkbox"/> The weight of advertising behind the brand is so heavy.  | <input type="checkbox"/> The consumer trusts the VASELINE brand name.                           |
| <input type="checkbox"/> There is a pack size and price for every woman's pocket. | <input type="checkbox"/> Money-off stock will mean heavy demand.                                |
| <input type="checkbox"/> There is a large market in hand lotions.                 | <input type="checkbox"/> VASELINE INTENSIVE CARE Lotion has proved itself in multiple chemists. |

Why will your customers find that VASELINE INTENSIVE CARE Lotion is the best hand lotion they can buy?

Retailer's Name

Address



# When the brand leader gives something away it has to be another leading brand



Contact your normal supplier now for details of this attractive offer...  
**...Free Manikin Cigars from Brylcreem.**



# Council's ideas on general practice research

lines of research that the general practice pharmacist might develop are being put forward by the Council of the Pharmaceutical Society in response to a Branch representatives' resolution last year. And the Council is asking each region, and the Scottish Department, to set up a panel of two academic and two general practice pharmacists to advise those who wish to undertake such research.

The Council statement says that the individual pharmacist can make a valuable contribution to the development of the profession by taking a positive interest in a specialised aspect of general practice. This can take the form of study or research into a particular scientific, professional or sociological problem. The published results of such work would then form a constructive part of the total effort towards the continual improvement of the

pharmaceutical contribution to the nation's health care."

It is anticipated that in the majority of cases the ultimate aim would be the satisfactory completion of the work and the publication of the results. In some, however, it could also lead to a higher qualification, such as a Masters degree or—at similar standard—the Society's Fellowship.

The list of 50 topics—which has not been "critically assessed"—ranges from measurement of physical changes in preparations to the value of bonus offers, and self-medication patterns. Many would require laboratory facilities, but there are also suggested management and NHS projects requiring "library and advisory facilities only".

Details can be obtained from regional secretaries at the Society's London or Edinburgh headquarters.

## Aspirin 'warning' cards released

treatment cards warning patients that they have been prescribed a medicine which should not be taken with aspirin, are being distributed by the Pharmaceutical Society this week.

Pharmacists in general practice will receive a list of drugs with which the card should be issued:— Ethyl biscoumacetate, phenprocoumon, warfarin sodium, coumalone, acetohexamide, chlorpromamide, glibenclamide, tolbutamide, tolamide and methotrexate.

In a covering letter, Mr D. F. Lewis, the Society's secretary and registrar, adds that acetomenaphthone, an ingredient of a few chilblain and vitamin preparations, should never be taken by patients being treated with coumarin-type anticoagulants. As an alternative to aspirin for these patients, paracetamol is recommended for occasional use.

Mr Lewis also recommends that the drugs requiring a warning card to be issued should be stored together.

## Barclaycard concession for NPU members

The National Pharmaceutical Union has negotiated a concessionary "service charge" of 4 per cent—1 per cent below the normal rate—on Barclaycard.

According to the latest NPU Supplement, the rate will be "shaded" to 3½ per cent where the average transaction is more than £5 in any month. The NPU say the advantages of being a Barclaycard retailer include elimination of worthless cheques and bad debts, "just looking" customers

turned into buyers, and more expensive goods bought.

The Pharmaceutical Society is said to have withdrawn its objection to participation since the directory of member retailers is no longer published.

Access, the competitive credit card launched this week, is also understood not to be publishing a list of participating retailers—but a spokesman did not expect the average sale in the pharmacy to warrant the use of the card. However, pharmacies with big photographic or optical business were being recruited.

## Digoxin content test in BP

A uniformity of consent test for digoxin tablets will become official in the British Pharmacopoeia from February 1, 1973.

The amendment, recently published by the BP Commission, describes a test which

involves crushing and dissolving individual tablets in various reagents. The solution is cleared by centrifugation and the extinction of the supernatant is measured.

The operation is carried out with ten tablets and their digoxin content is calculated. The sample passes the test if the content of each tablet is between 80 and 120 per cent of the average. The test was instituted following recent problems over the manufacture of digoxin tablets (*C&D*, August 5, p. 177).

The amendment also contains five changes referring to the use of "authentic specimens" rather than "standard preparations" in tetracycline identification tests. Copies may be obtained from: The Secretary, British Pharmacopoeia Commission, 8 Bulstrode Street, London, W1.

## Nielsen test proves brand's dependence on the retailer

The importance of retail trade backing in a product's market strength—and the need for manufacturers to woo the retailer with trade promotions—are underlined in the latest *Researcher* published by the A. C. Nielsen organisation.

Nielsen were asked to examine the effect of withdrawing a costly annual trade promotion on "brand Y". They found that withdrawal led to an immediate falling off of retailer buying-in, showing an increase of only 27 per cent (due mainly to seasonal influences) against 59 per cent in a control area where the promotion was continued. Retail stocks tell much more in the test area, leading to out-of-stock positions.

Most striking, however, was the sales gain of only 19 per cent over the base period, compared with 38 per cent in the control area where the trade promotion was preserved.

"Obviously, a withdrawal of the trade promotion was no longer considered seriously in formulating next year's marketing plan... far from saving money, the elimination of the trade promotion would probably have gone a long way towards eliminating brand Y as a profit-maker," Nielsen concluded.

A Nielsen spokesman told *C&D* that "brand Y" was a nationally-advertised product sold by grocers, which was normally the subject of a trade "deal".

## Safety Committee defines 'efficacy'

Guidelines to policy on efficacy were received by the Committee on Safety of Medicines in 1971, according to the Committee's first annual report (it took over from the Committee on Safety of Drugs on October 1, 1971).

It is the committee's belief that the main purpose of the Act was to provide a safeguard against indiscriminate promotion of dangerously toxic medicines, or medicines of inadequate quality, but that it had never been intended that it "should be used to deny to the public a large number of products which presented no hazard".

The Committee believed that in the case of herbal, homoeopathic and other unorthodox remedies it would be possible to ensure, for example by labelling require-

ments, that the public were aware that they had been considered so far as effectiveness was concerned, in terms of their own particular theory of medicine. For all other medicinal products the Committee considered that it was important that the public should not be misled by claims which were un-substantiated.

"If a medicine not known to be effective were recommended for the treatment of a serious illness for which there was already a satisfactory treatment, this would constitute an unacceptable risk to the patient. Similarly if a medicine were likely to be quite ineffective in the treatment of any disease for which it was recommended and yet carried the slightest risk to the patient, the Committee would regard it as unsafe for use as recommended.



# Safety clearance for ten new 'pills'

Ten new oral contraceptive products have been given approval by the Committee on Safety of Medicines it was announced this week. Five are of the progestogen-only type, four an oestrogen/progestogen mixture and one of the sequential type. Two products will contain a new progestogen not previously used in another oral contraceptive in this country.

The "pills" now await product licences "to be issued shortly by the Department of Health". The approvals follow six years of study by the Committee on the possible carcinogenicity of oral contraceptives during which time no new products were allowed on the market.

In a report issued this week the CSM concludes that "although a carcinogenic effect can be produced when some of the preparations are used in high doses, throughout the life span, in certain strains of rat and mouse, this evidence cannot be interpreted as constituting a carcinogenic hazard to women when these preparations are used as oral contraceptives."

The Secretary of State for Social Services has accepted the Committee's report and conclusions.

The studies were instituted after mestranol was found to cause liver damage, including on occasion the development of hepatomata, when administered in high doses and for prolonged periods to rats. The pharmaceutical industry was asked to undertake studies on possible long-term toxic effects of the substances. It did so and met the cost itself. "But the evidence has been consistently negative," explained Sir George Godber, the chief medical officer, Department of Health, this week. During the studies about 250,000 microscopic slides had been examined. Extensive tests did not support the previous work showing liver damage.

Sir George said that there had been a progressive increase in the number of women taking the "pill".

The report states that careful monitoring of oral contraceptive users should be maintained.

The report raises a point about amenorrhoea. It notes that amenorrhoea is a well recognised occurrence after the use of hormonal contraceptives. "It has previously been thought of in terms of hypothalamic-pituitary dysfunction," it continues. "The findings in animals raise the possibility that there might sometimes be an anatomical basis in the pituitary. Careful documentation, investigation and follow-up of all cases of amenorrhoea following hormonal contraception are required and a full study will be undertaken."

Present information on studies in the United States have not caused the CSM to modify their declared views on the carcinogenic hazard and the "mini-pill"

type of product will now be available in this country but not in America. It is thought that there might be yet two more new oral contraceptive products being examined by the Committee.

## Drug self-poisoning doubled in a decade

Episodes of self-poisoning with drugs have doubled in frequency in Sheffield in the decade 1961-70 although the city's population has increased by only 4 per cent. Self-poisoning now accounts for almost one in ten of all medical admissions to hospital and one in five of all medical emergencies. It ranks second only to myocardial infarction as a cause of emergency admission to medical beds in the major Sheffield hospitals.

Those are the conclusions of a paper in last week's *British Medical Journal* coming from the department of pharmacology

and therapeutics, University of Sheffield. In an analysis of 250 cases of self-poisoning admitted from 1966-71 it was found that over 80 per cent of the patients had used prescribed drugs.

The commonest substances employed were barbiturates (30 per cent) followed by tranquillisers (20 per cent) and salicylates (18.8 per cent). Changing proportions of the major drugs used were evident throughout the six years.

The proportions of barbiturate, tranquilliser and salicylate ingested in an earlier study in 1960 and between 1966-70 bore a relationship to the frequency of their being prescribed. The change in preferred drugs over the decade was actually paralleled by the change in national prescribing habits—seen most clearly in the increasing use of tranquillisers and the recent decline in the use of barbiturates.

The author, Dr A. J. Smith, suggests that the Sheffield situation is not unique and that figures from other areas suggest the same trend. He notes that the average age for admitted patients has fallen during the decade and that most patients appeared to be making an impulsive gesture not intended to result in death.

"Clearly the medical profession itself is increasing the prescribing of psychoactive drugs (often for trivial causes that should be handled by simple reassurance, counselling or support) is in danger of breeding an attitude of dependence on pharmacological crutches for all crises," he states.

## 'His and hers' contraceptive launched this week

As exclusively forecast by *C&D*, May 27, p 726 a "his and hers" contraceptive is being launched this week. It is known as C-film.

Marketed by Potter & Clarke Ltd, 9 Wellesley Road, Croydon, CR9 3LP, the product consists of a 5cm square polyvinyl alcohol sheet impregnated with a spermicide.

### New male/female contraceptive to be introduced

A new type of contraceptive will be introduced on the British market later this year. A male/female contraceptive produced by a Swiss firm, it is a modification of the Hungarian contraceptive called C-film.

From *C&D*, May 27

cide. The contraceptive can be inserted into the vagina either by the woman or on the tip of the penis just before entry. The woman may use one up to an hour before intercourse.

The polymer quickly dissolves releasing the spermicide Nonyl-9 (nonyl phenoxy-polyethoxyethanol) which is already used as the basis of a number of spermicidal preparations.

The product is intended to deliver a dose of 65-70mg of spermicide to the base of the cervix as a gel. It is claimed that C-film stays in place and that there is no seepage.

Originally the product was developed by Dr Kalman Hotay, a leading gynaecologist then working in Hungary. Trials were carried out there, involving nearly 6,500 woman months of exposure, which gave an average failure rate of 8.7 per 100 woman years (a LR Industries spokesman recently gave a failure rate of between 3 or 4 per 100 woman years for protected coitus).

In subsequent development for the British market it was decided to integrate the spermicide into the film rather than using it as a surface coating. The quantity of spermicide was also increased.

The final British product is about 8 microns thick and weighs approximately 240 mg.

In clinical trials in this country no significant alteration was found when cervical cytology and bacterial cultures from a high vaginal swab were examined before and after use of the product.

The contraceptive has passed the International Planned Parenthood Federation's agreed test for total spermicidal power. But the manufacturers do warn that when avoidance of pregnancy is imperative, double precautions ought to be taken. In such cases it may be used with the diaphragm, intra-uterine device or sheath. They also point out that on rare occasions the product can cause vaginal irritation in a few women.

The price is £0.65 for a pack of 10.



# The European 'principles': NPU still undecided

The National Pharmaceutical Union Executive Committee has yet to come to firm conclusions on two of the basic "principles" of EEC pharmacy practice laid down by the European pharmacy group.

Further time was devoted to the principles during the September Executive meetings, but there were sharp divisions of opinion on the subject of geographical distribution of pharmacies, in respect of the adequacy of existing out-of-hours dispensing arrangements in Britain.

An attempt would be made at a future meeting to identify the types of area in which there was evidence of insufficient service for the public and to postulate how the arrangements could be improved. For the meantime the Committee agreed that, in general, the vast majority of the public had ready access to a good pharmaceutical service during normal opening hours, and that there was widespread access to emergency pharmaceutical services outside normal opening hours.

At a separate meeting, the pharmacy group principle of ownership was discussed at length, but again no firm conclusions were reached. "It seemed clear that it was unlikely that the Executive could ever reach unanimous agreement on whether pharmacies should be owned singly or in multiples," says an NPU re-

port. The draft directive would, however, be further considered at subsequent meetings until a broadly acceptable policy could be developed.

The Executive has already adopted the principles of pharmacists' complete responsibility for medicines and monopoly of their sale—and the general principle of geographical distribution.

## Council's action on doctors' dispensing

The NHS drug testing scheme as applied to retail pharmacies cannot be applied to dispensing doctors because no prescriptions are available say the Council of the Pharmaceutical Society of Great Britain. But in their interim report on branch resolutions passed in May they add that they are concerned to ensure that under the Medicines Act 1968, a testing scheme is established to ensure by inspection, advice and, if necessary, testing, the quality of medicines used *at all places* where they are distributed to the public. The Society, in the knowledge that the Health Departments are at present considering Regulations on this aspect of the Medicines Act, has submitted a document outlining a comprehensive inspection scheme. In the docu-

ment, the Society has proposed that the present NHS scheme for the testing of drugs should be incorporated in the new arrangements which would then apply equally to all.

The Society turned down a suggestion that statistical evidence be produced to show that rural dispensing can be more economically and efficiently performed by pharmacies than by dispensing doctors. Council are "firmly of the opinion that it would be unwise to blur any discussion on this basic principle by arguments relating to economies."

A representative of the Electoral Reform Society is to address Council on the use of the single transferable vote system.

No special tie for members of this Society can be expected because of difficulty in restricting distribution of supplies.

On the control of registration of premises the Council say the work of the Committee on the Planned Distribution may, in due course, lead to some restriction but such a restriction would apply not only to pharmacists. No possibility of change in the ownership of pharmacies can be seen in the foreseeable future unless entry into Europe should affect the situation.

## Consortium prices pledge

The Retail Consortium has sent telegrams to leading companies and organisations in the retail trade stating that the retailer "must make a more positive contribution to a prices and wages policy."

They ask that in addition to the previous undertaking to contain percentage gross margins, the retail non-food trade, accepting that this is a period of inflationary price increases, undertakes that where manufacturers' or suppliers' prices rise by more than 5 per cent from the level prevailing at the base date, it will in such cases expect no larger cash margin than it was taking at the 5 per cent level.

## Contact lens solutions: pharmacists warned

An alarming number of cases have been reported where the wearer of *hydrophilic* contact lenses has been given a solution intended for *hard* contact lenses.

Contactasol Ltd, makers of contact lens solutions, warned this week that this mistake can lead to eye damage. The company say that the mistake is understandable where the customer asks only for "a bottle of solution for contact lenses" but in many cases treatment at an eye hospital has been required later.

The new hydrophilic plastic materials which are being made into soft contact lenses absorb dyes and other chemical ingredients put in solution in which they are placed and therefore only solutions that have been specifically formulated for use with soft contact lenses should be used. Assistants and personnel involved in the distribution of contact lens solutions to the public or patients should be made fully aware of the differences in these solutions, say Contactasol.

Everyone requiring contact lens solutions should be asked if they are for hard or soft lenses. In the Contactasol range, Hydrosoak is intended for sterilising and soaking hydrophilic lenses.



## Medicines Act lists promised soon at A & H ceremony

Initial recommendations for the preparations to be included in the Medicines Act general sale and prescription-only lists could be "sent round for consultation with all interested parties in the near future," Medicines Commission chairman, Lord Rosenheim, said when opening new research laboratories for Allen & Hanburys last week.

The £1 million laboratories, at the company's Ware, Herts, factory, house the departments of biochemistry, pharmacology, pathology and medical services, together with general administration and

library. It is intended to erect a further building to accommodate pharmacy and chemistry departments.

In his opening address, Lord Rosenheim referred to the company's achievements during more than 250 years existence and looked forward to "a stream of wonderful new remedies" from the new laboratories. Beclomethasone dipropionate, now under clinical trial in the control of asthma, received specific mention; other areas of research being neuropharmacology, cardiovascular disease, rheumatoid arthritis and diabetes.



# Company News

## A third bidder for the Cockburn chain?

Following the announcement that Weston Pharmaceuticals Ltd were to bid for the share capital of the Glasgow-based chemists, Cockburn & Co Ltd (*C&D* last week p 591) Cockburn's directors state that discussions are in progress with another party which are expected to lead to an alternative offer being made, which would lead to a merger with Scottish interests in the same field. Prior to the Weston bid, an offer by a London financier was withdrawn.

## Beatson, Clark prepare for export drive

A new export process and dispatch centre was opened for Beatson, Clark & Co Ltd, at Rotherham on October 17 by the Earl of Limerick, Parliamentary Under-Secretary of State for Trade. The centre is a 50,000 sq ft, £200,000 complex designed specifically for the handling, packing and processing of export consignments to over 80 countries.

Before asking Lord Limerick to perform the ceremony, the chairman, Dr A. W. Clark, told the audience that since 1962 exports had risen from £50,000 per year to £1m. Any further export expansion would have been inhibited had they not decided last year to build the centre. He was confident that together with consequential administrative developments the centre would enable them to increase their exports to £2m a year within the next five years.

## Greeff's first half

Greeff-Chemicals Holdings Ltd made a profit on trading in the first half of £92,498 (against £58,831 on the corresponding 1971 period). The figures include estimated share of profits (losses) of associated companies.

With dividend income from trade investments profit after tax is £220,385 (£212,123).

An interim dividend of 5½ per cent is declared.

## Display companies merge

Two companies, Norman Pendred & Co Ltd and Cellgrave Ltd have combined to form one of the country's largest point-of-sale display houses.

The new company has a one-floor building at Catford, London, where all print production is housed under one roof and also the Cellgrave works at Peckham which is now the administrative centre for

the whole group. The new name and address is: Norman Pendred-Cellgrave Ltd, Philip Road, Peckham, London SE15 (tel: 01-639 3627).

## Rockware up at halfway

Group net profits of Rockware Group Ltd before tax for the 26 weeks ended July 2, were £767,000, an increase of 17½ per cent over the comparable period in 1971.

The chairman, Mr Peter Parker, states that underlying this improved profitability are the advances made in operational efficiency and in the market share gained during a period of no-growth for glass containers.

## Cadbury bid £14m for Jeyes

Cadbury Schweppes Ltd have now made a bid for Jeyes Group Ltd which values Jeyes at £14m and it is being recommended by Jeyes' directors. Smith & Nephew Associated Companies Ltd who hold almost 20 per cent of Jeyes equity are accepting in respect of their holding.

## Briefly

**Mr F. W. Grace, MPS**, trading as Lansdale & Co Ltd, having retired, has sold his branch pharmacy at 261 Desborough Road, High Wycombe, Bucks, to his manager, Mr S. Kirkbride, MPS, who took over on October 1. As announced earlier (*C&D*, October 7, p496) the Queen Square pharmacy was acquired by R. Weston (Chemists) Ltd.

**Underwoods (Cash Chemists) Ltd** have opened a branch at 174 High Street, Ken-

sington, London W8. The premises comprise just over 2,000 sq ft on the ground floor plus basement staff and storage accommodation. This is the eleventh branch of Underwoods. Two more larger branches are to be opened in central London within the next three months.

**National Cash Register, Dayton, US.** During the third quarter earnings continued to improve, with net income totalling \$4,411,000 or 19 cents a share on revenues of \$389,689,000. In the third quarter of 1971 the company earned \$4,431,000 or 19 cents a share on revenues of \$354,065,000.

**Associated Chemists (Wicker) Ltd:** At its twenty first annual meeting of the company recently, a silver pestle and mortar was presented to the retiring founder-secretary Mr Leonard Stocks, MPS, in recognition of the work he had done for the company.

**E. A. Brocklehurst Ltd** held their annual dinner on October 17. Mr G. W. Hind of the company's Willerby Road, Hull branch was presented with a cheque in recognition of that pharmacy's "excellent performance during the year".

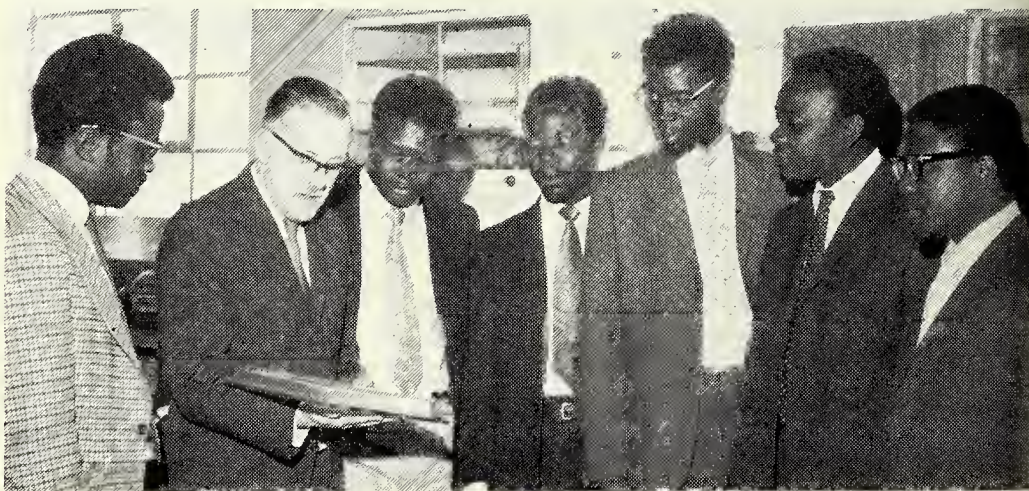
**Bowater Paper Corporation Ltd** are to take over Ralli International Ltd in an agreed bid of £80m. Among the assets of Bowater is a 50 per cent share in Bowater-Scott Corporation. Ralli Industries are international traders.

**Mr H. G. M. Osborne, MPS**, 3 Wellesley Parade, Strawberry Hill, Twickenham, retiring. The business has been acquired by Mrs G. M. Clark, MPS, and Mr N. Evans, MPS, who will trade under the name of Strawberry Hill Pharmacy from November 1.

**United Glass** are to spend £1m on a new warehouse at their Alloa factory following the previously announced £3½m investment programme in manufacturing capability.

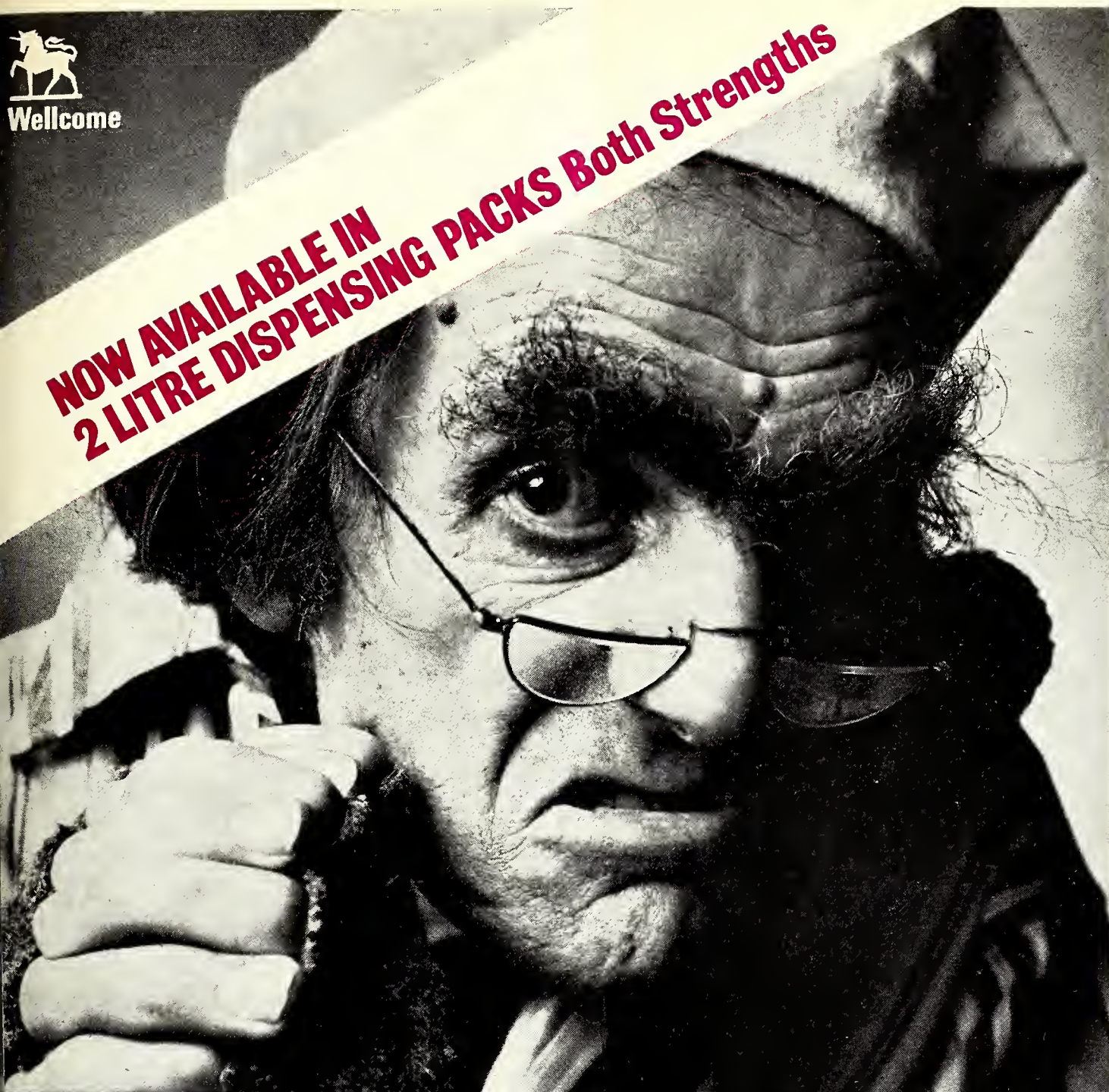
**Gillette Co, USA:** Net income in the three months ended September 30, rose to \$20.93m from \$15.6m in the same period of 1971. Sales advanced 23 per cent to \$228.29m and earnings by 50 per cent.

**Tuco Chemical Co** is the new trading title of Walter Gregory, the farm-sales division of Upjohn Ltd, Crawley, Sussex.



A party of Ghanaian pharmacists, studying at hospitals in Britain, recently visited Glaxo Laboratories, Greenford, where they toured the pharmacy and analytical laboratories. They are seen here in the analytical department with deputy head Mr W. H. Thompson. The pharmacists' training in hospital practice in the UK was arranged by the Department of Health and Social Security





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2 LITRE DISPENSING PACKS Both Strengths**

## make him cough up

Even the meanest of bronchial conditions "give" with LINCTIFED EXPECTORANT; the formula which really assists and maintains free mucus flow. LINCTIFED EXPECTORANT loosens thick tenacious sputum, decreases mucosal congestion and controls irritating, unproductive cough.

LINCTIFED EXPECTORANT\* contains guaiphenesin, pseudoephedrine, triprolidine and codeine in a balanced formulation. Full information is available on request.

\*Trade Mark.

Burroughs Wellcome & Co.  
(The Wellcome Foundation Ltd.) Berkhamsted, Herts.



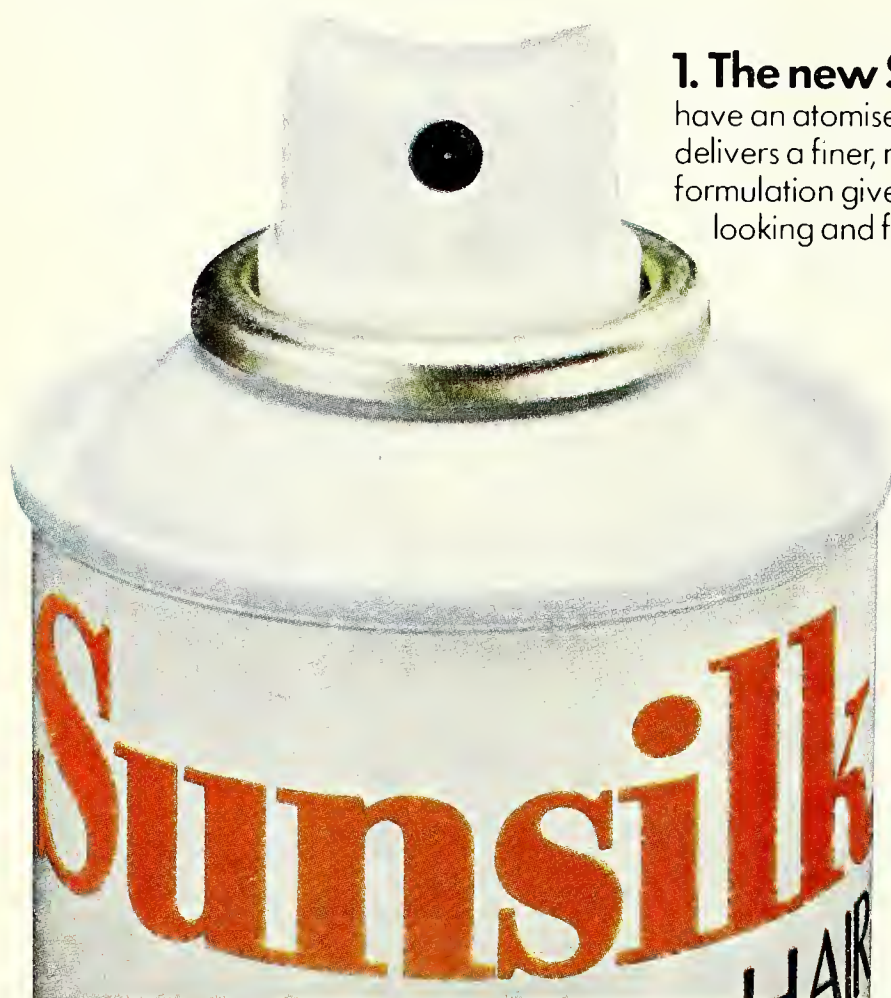
# LINCTIFED EXPECTORANT

## LINCTIFED EXPECTORANT PAEDIATRIC



# The Brand Leader is

At the moment, women buy more Sunsilk than any other brand in the hair-care market. Sunsilk is now being relaunched. Here are some of the things that are going to make it an even bigger brand leader:



## 1. The new Sunsilk Hair Sprays

have an atomiser spray button which delivers a finer, more even spray. The new formulation gives a better hold, leaving hair looking and feeling even more natural.

2. This flash appears on all the new Sunsilk Hair Spray cans, immediately telling your customers about the new atomiser button.

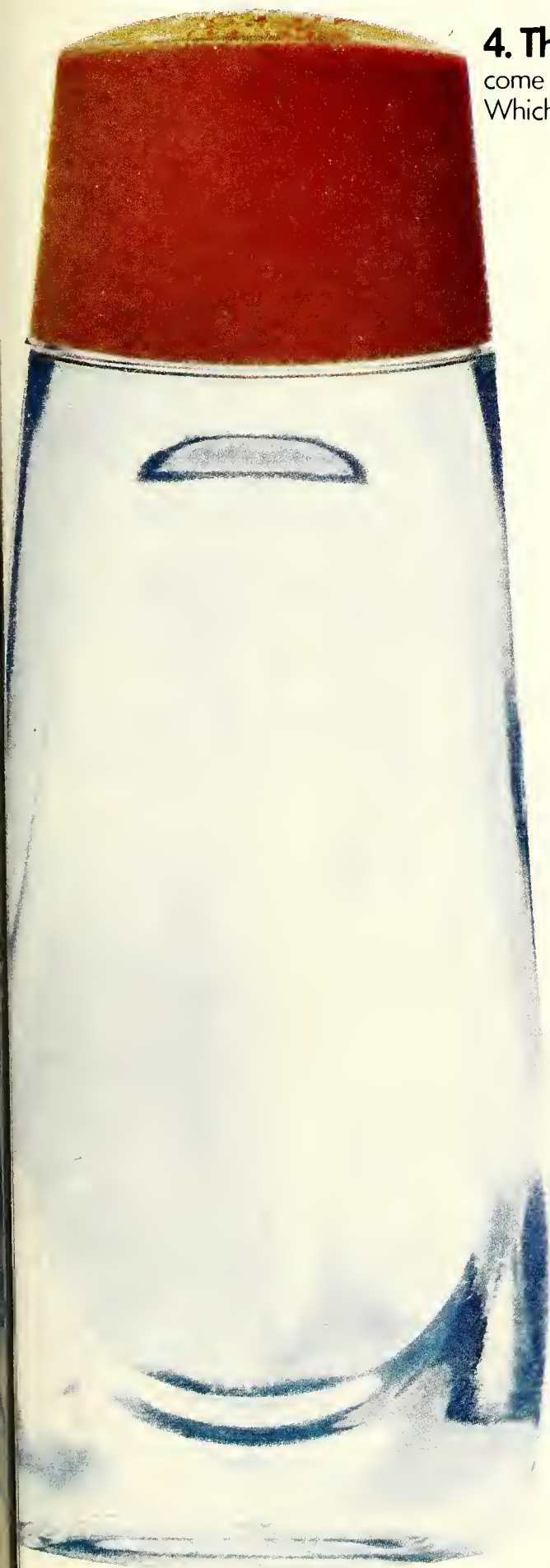
**NEW ATOMISER  
SPRAY BUTTON**

3. This is the amount we're spending to relaunch the new Hair Sprays and Shampoos:

**£1,706,000**



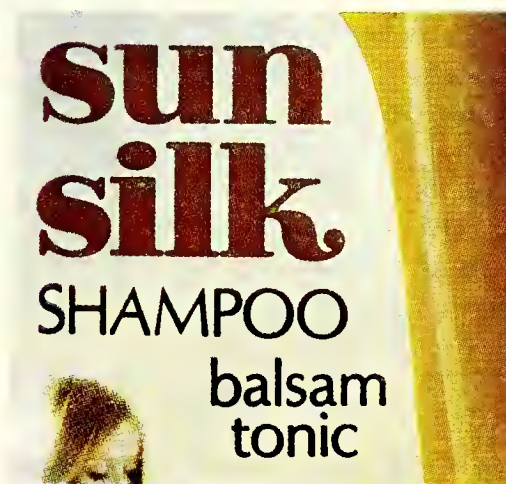
# about to increase its lead.



**4. The new Sunsilk Shampoos** come in an elegant unbreakable plastic bottle. Which will break all sales records.



**5.** The new Sunsilk Shampoos are so full of natural richness that they pour very slowly. But sell very quickly.



**6.** There is a new variant in the Shampoo range: Sunsilk Balsam Tonic Shampoo, made with natural woodland balsam and essences of birch and willow. It will bring dull, lifeless hair back to shining beauty.

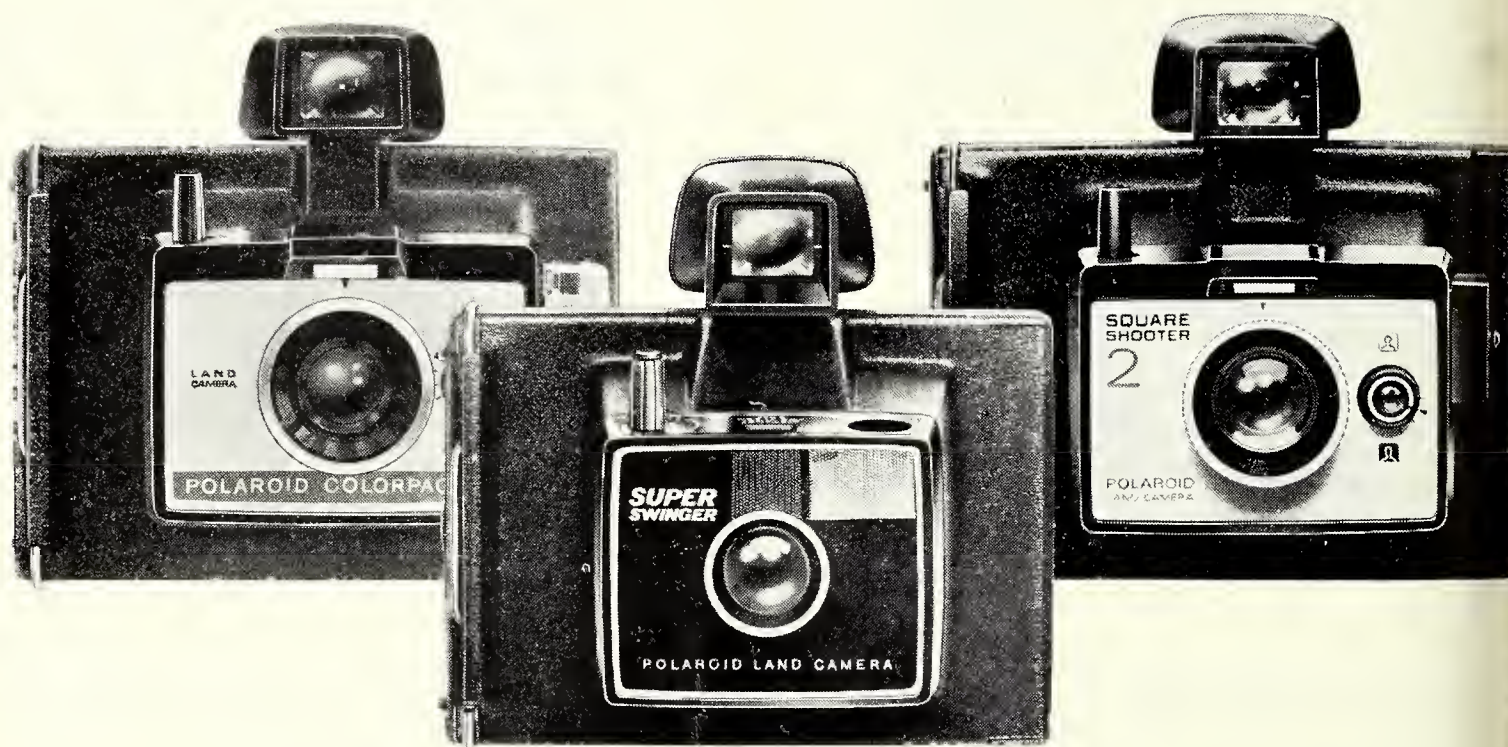


Elida Gibbs Ltd  
The Brand Builders



# Why wait?

## Polaroid Cameras develop pictures and Christmas business instantly



Recommended retail prices :

Super Swinger £7.30 Square Shooter 2 £13.30 Colorpack 80 £16.95.

Also available in Gift Set packs : Super Swinger £8.95 & Square Shooter 2 £15.95.

There's over 140 spots on network television supported by colour ads in the national press, so as we say, why wait?

Contact *your Vestric* branch or representative *now*.



# Vestric Ltd

"Polaroid" and "Swinger" are trade marks of Polaroid Corporation, Cambridge, Mass., U.S.A.



# People

**George H. Hitchings**, vice-president in charge of research for Burroughs Wellcome Co, North Carolina, USA, has been awarded this year's Cameron Prize in Practical Therapeutics by Edinburgh University.

Dr Hitchings receives the prize in "recognition of his outstanding contributions to the treatment of diseases by the development of anti-metabolic drugs with a wide variety of applications in the treatment of infection and malignancy and immune response."

## Deaths

**Erasmuson**: On October 18, Mr John William Erasmuson, MPS, 11 Milton Crescent, Edinburgh 15. Mr Erasmuson qualified in 1920.

**Klein**: On September 30, Mr A. J. (Jack) Klein, for many years chairman and managing director of Max Factor Ltd, aged 71. Jack Klein was appointed managing director when the company commenced operations in the UK in 1935. He remained managing director until 1966 when he was appointed chairman. Mr Klein retired from the company early in 1970, remaining on the board of directors.

**McCarthy**: On October 16, Mr Michael Joseph McCarthy, MPSI, Church Street, Ennistymon, Co Clare. Qualifying in 1927 Mr McCarthy conducted his own pharmacy in Ennistymon for over 40 years.

**Phillips**: On October 12, Montague Alexander Phillips, DSc, FRIC, MChemE. Dr Phillips who contributed several articles to *Chemist & Druggist* over the years was principal of Dr M. A. Phillips & Associates, consulting chemists, Romford, Essex.

Earlier while working with May & Baker Ltd he was closely connected with the discovery of sulphapyridine (M&B693). He also discovered a fluoro acetamide series of stemic insecticides.

**Power**: Suddenly on October 11, Mr Maurice Michael Power, MPSI, 18 Dunluce Road, Clontarf. Mr Power qualified in 1959 and managed a number of pharmacies in Dublin and at the time of his death was in charge of Dolans' Pharmacy, North Side Shopping Centre, Dublin.

**Shaw**: On October 11, Mr Lewis Henry Shaw, MPS, 100 Falcondale Road, Westbury-on-Trym, Bristol. Mr Shaw qualified in 1927. He joined Hodders Ltd in September 1945 as assistant to the managing director, was appointed director in 1953, joint managing director in 1961 and chairman in 1967. Mr Shaw retired in 1969.

# Topical reflections

BY XRAYSER

## Packaging

THE points raised by Mr C. T. Cresswell (Letters, p. 614) in regard to strip packaging seem to lend considerable support to the occasional imprecations I indulge in in the pharmacy. I, also, have expressed myself strongly in the matter from time to time, except that the reaction has been one of spontaneous combustion and not a cool, detached "more in sorrow than in anger" appraisal such as that admirably expressed by your correspondent.

Mr Cresswell alludes to the accommodation question, for some of the new packs cover at least twice the area of their more modest predecessors and, like modern buildings, tend to accept the principle of "high rise". With what is described as unit packaging, the problem of an outer of some kind to carry a label becomes one of increasing frustration and difficulty. And many of the public are quite unfamiliar with the bubble-pack—I have been asked to demonstrate (a task I have undertaken with varying degrees of success), on occasion producing a shattered tablet.

Even apart from the strip packaging, there are other minor matters which have probably, in an unguarded moment, caused even Mr Cresswell to express himself, in the seclusion of his dispensing department, with something warmer than the clinical detachment he brings to his task when writing letters to the editor. One such is the replacement of a clear and functional label, easily read, with a gaudy production of many bright colours, quite unrecognisable at a glance as the product we have known for many years. I have no doubt the design department has to justify itself, but the dispensing products to which I refer are not competing to catch the eye of the public to provoke impulse-buying. Their message should be simple and clear so that all who run may read. Then, if I may return to an old theme, comes the difficulty of gaining access to containers.

## Breaking and entering

There is the bottle cap, attached to a metal ring. In theory, all one has to do is to give a smart twist, and the cap comes off in one's hand and leaves the collar round the neck of the bottle. In practice, after prolonged struggle, the collar and the cap revolve together and recourse is had to the tool-box so that entry may be effected. And of course there is the plastic container with a tab to pull—a tab which sometimes behaves perversely by allowing itself to be detached without its collar coming away, and another engineering task is on our hands. Such are only a few of the minor irritations to add to the list provided by Mr Cresswell, with whose well-expressed views I am in complete agreement.

But before leaving the dispensing department there is one other matter to which I would refer. I have previously grumbled—I think that is the right word—about the antibiotic syrups which have, in the manner of war-time dried eggs, to be reconstituted before being sent out. Sometimes directions as to the quantity of water to be used appear on the carton, sometimes on the label itself, and with one notable exception, the details have to be searched for.

One, which all practising pharmacists will recognise, calls for the addition of 57 ml of water, and I have posed the question of a formulation requiring that quantity of water. But the latest product of the kind directs that 59 ml of water be added. Was it quite impossible, when formulating the product, so to have arranged matters that an easily measured 60 ml would have produced the desired result? I should welcome the comments of the firm concerned.

## Appointments

**Unichem Ltd** have appointed three more representatives. They are Messrs Keith Barker (part of South-east London and Kent area), George Williams (Birmingham district, Staffordshire and Worcestershire) and Colin Smith (Sussex and Hampshire)

**Smith Kline & French Laboratories Ltd**: Mr John Groom (34) is to succeed Dr Edward Paget MD, as managing director of the company and as director, pharmaceuticals UK and Eire effective from November 1.



# The British Dyewood Co Ltd

## Tannic Acid

in all qualities

Fine Chemicals for Industry

### The British Dyewood Company Ltd

Head Office, 19 St. Vincent Place, Glasgow G1 2EA  
Tel: 041-221 4425

10 Victoria Street, Liverpool L2 6RB  
Tel: 051-236 5272

## How many tablets will you count this winter?

*Thousands and Thousands!*

**Why not let the KL7 dispenser  
count them for you?**

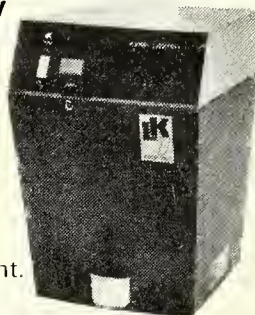
FAST and ACCURATE, the KL7 can handle 1,000 tablets each minute. You just press the start button and feed them in. 16 electronically controlled heads do the rest. Clear electronic numerals give the final count.


Your tablets fall into a specially designed scoop—and you've saved yourself valuable time to spend on more important tasks. *Time that begins to add up over a whole winter.*

Backed by NPU recommendations, the KL7 is already a success in Pharmacies, Hospitals and dispensing Surgeries all over the U.K. and abroad.

Available for CASH, HP, or LEASE at around £1.37 per week (reducing to 10p per week later).

For further details *WITHOUT OBLIGATION*, just fill in the coupon.



**Kirby Lester** Please arrange a demonstration of the 

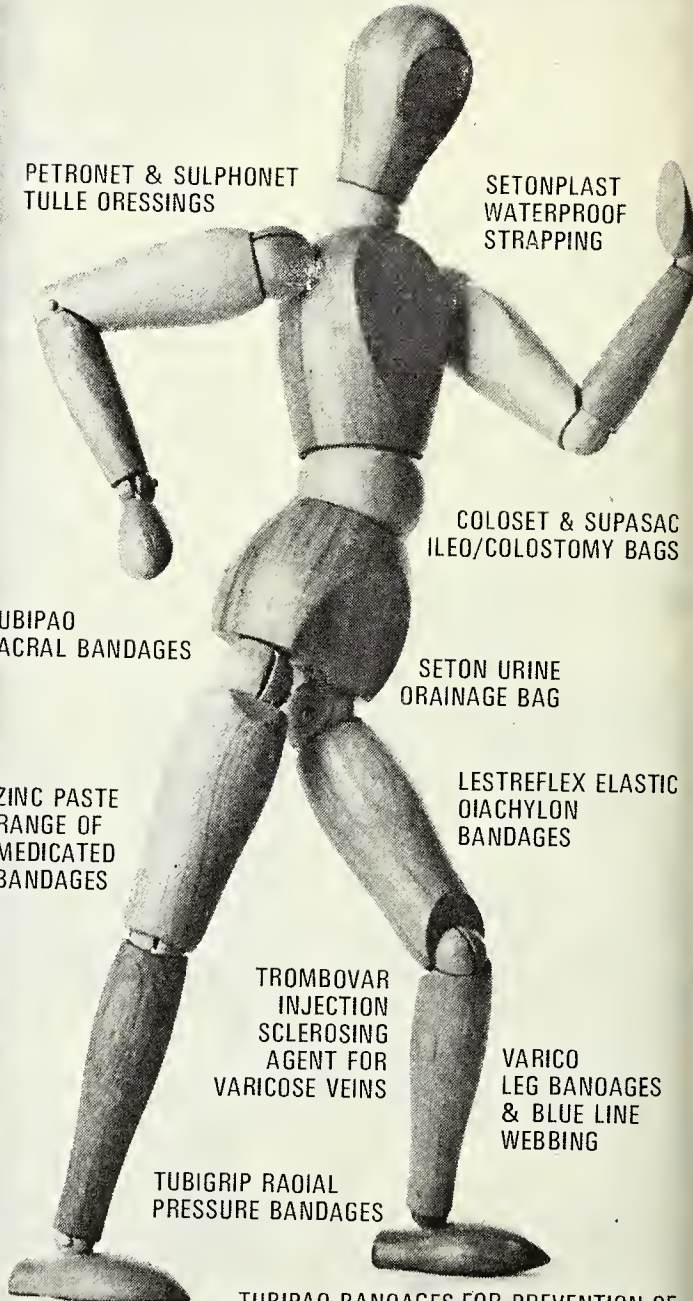
NAME.....

ADDRESS.....

TELEPHONE..... HALF DAY CLOSING.....

SIGNATURE..... CDA1

To: Kirby Lester Electronics Ltd., Osborne Industrial Trading Estate, Waddington Street, Oldham, Lancs. Tel: 061-624 0044.



PETRONET & SULPHONET  
TULLE DRESSINGS

SETONPLAST  
WATERPROOF  
STRAPPING

COLOSET & SUPASAC  
ILEO/COLOSTOMY BAGS

SETON URINE  
DRAINAGE BAG

LESTREFLEX ELASTIC  
DIACHYLON  
BANDAGES

VARICO  
LEG BANDAGES  
& BLUE LINE  
WEBBING

TROMBOVAR  
INJECTION  
SCLEROSING  
AGENT FOR  
VARICOSE VEINS

TUBIGRIP RADIAL  
PRESSURE BANDAGES

TUBIPAO BANDAGES FOR PREVENTION OF  
PRESSURE SORES.

TUBIPAO  
SACRAL BANDAGES

ZINC PASTE  
RANGE OF  
MEDICATED  
BANDAGES

# Seton

## have the subject well covered . . .

. . . by a wide range of Surgical Dressings and appliances. They are now being regularly prescribed by General Practitioners, and can be obtained through any Wholesale Chemist.

Trade Price Lists and further information regarding these and other products will be supplied upon request.



## BATEMAN-JACKSON

Distributors of Seton Specialised Surgical Dressings and Appliances.

Tubiton House, Medlock St., Oldham, Lancashire, England.  
Telephone: 061-652 2222 (5 lines) Telegrams 'Tubiton' Oldham.

a member of the  
**Seton** Group



# New products and packs

## Cosmetics and toiletries

### Double duty colour pots

Double-decker pots from Almay are screw-together tubs with a mirror on top, each containing a pearl and gloss version of a single shade for the lips and eyelids. Colour n'Gleam Double-decker lip pots (£0.90) are available in six shades: Coffee Bean n'Gleamer, Baked Plum n'Gleamer, Cinnamon Toast n'Gleamer, Red Berry n'Gleamer, Pink Heather n'Gleamer and Bright Mango n'Gleamer. Shadow n'Gloss Double-decker eye pots (£0.90) also come in six colours: Flowering Plum n'Gloss, Brown Rice n'Gloss, Blue Bamboo n'Gloss and Turquoise Silk n'Gloss. Almay Cosmetics, 9a New Bond Street, London W1.

### New Leichner shades

Leichner have added two shades to their greasepaint range of Form C standard sticks (£0.27). They are No. 3 Mid Pink, a flesh-toned pink which Leichner recommend for making porcelain-like complexions of the pink and white period; and No. 4 Mid Peach, a little lighter than the discontinued No. 53 Peach Special, and therefore suitable for creating the peaches and cream complexion of a natural blonde, brown or redhead (Leichner, 13 New Bond Street, London W1Y 9PF).

### Oil for home massage

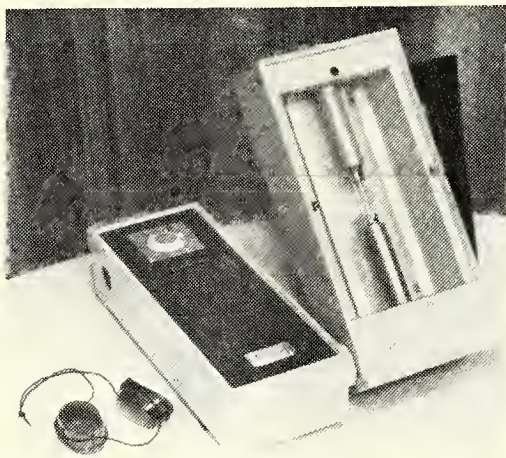
A light-textured oil originally developed for use during facial massage by professional beauticians is now available from Dorothy Gray called Salon Formula (£0.82). Once the oil is absorbed, say the company, it will smooth, soften and prevent any "dragging" of the skin while massaging. Each bottle contains enough for at least one month's course of treatments. Salon Formula will be available at the beginning of December (Gray Products Ltd, 2 Marshall Road, Hampden Park, Eastbourne, Sussex).

### Men's toiletries

The Aramis collection for Christmas consists of nine gift sets including the Aramis decanter, a 12oz decanter filled with Cologne (£7.50) the Vanguard (£5.20) with 4oz cool spray talc and 2oz each of Cologne and aftershave, the Ensign with 4oz of Cologne bound in brown velour (£1.90) and the Emissary (£5.70) with 4oz of Cologne and 4oz of aftershave (Aramis, 1 Grosvenor Street, Mayfair, London W1X 0BH).

### Presents from Azuree

Azuree Christmas gifts from Estee Lauder include the Sunshine Necklace (£6.00) which is an amulet filled with Azuree solid perfume on a golden chain; Azuree



Apothecaries (£7.50) green glass jars containing Azuree bath preparations; the Boutique Ceramic (£7.50) an elegant decanter holding European mineral bath salts and the Azuree Fragrance Finale (£6.00) consisting of 3oz of Silken dusting powder and the Parfum Boutique spray (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1).

### Anti-perspirant choice

Mitchum-Thayer have launched a perfumed anti-perspirant liquid (£2.12). This is also being introduced in a trial size of 14cc (£1.25) as well as the 28g size. Other new products are an anti-perspirant cream (£1.25) being produced in a trial size, 22g, and "T" Breath Freshener (£0.46) (Mitchum-Thayer International, Sunley House, Croydon CR9 2DB).

### Electrical

#### Sunbeam health lamp

Sunbeam have introduced a dual-purpose health lamp (£16.95) for sun-tanning and for infra-red treatment. It is a compact unit which comes with a timer, goggles, a wall bracket and 15ft cord (Sunbeam Electric Ltd, Nerston, East Kilbride, Glasgow).

## Prescription specialities

### SIMECO tablets

**Manufacturer** John Wyeth & Brother Ltd, Taplow, Maidenhead, Berks

**Description** Green, spearmint flavoured tablets each containing  $\text{Al}(\text{OH})_3$  375mg, as a 750mg aluminium hydroxide/sucrose mixture, and activated polydimethyl siloxane 250mg

**Indications** Relief of hyperacidity and

flatulence associated with peptic ulceration and dyspepsia

**Contraindication** Hypophosphataemia

**Dosage** five or six tablets daily, between meals and on retiring

**Notes** Aluminium hydroxide may form a complex with tetracyclines and reduce absorption

**Side effects** Constipation may develop in some patients

**Pack** Box of 100 (10 rolls of 10) (£1.75 trade & PT)

**Issued** October 30, 1972

### VELOSEF capsules

**Manufacturer** E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex

**Description** Orange/blue capsules each containing cephadrine 250mg and blue capsules each containing cephadrine 500mg

**Indications** Treatment of infections of the urinary, respiratory and gastrointestinal tracts and of the skin and soft tissues

**Contraindications** Known hypersensitivity to the cephalosporins

**Dosage** **Adults:** (urinary tract infections) 500mg four times a day, severe or chronic infections may require larger doses (respiratory tract infections); 250mg four times daily and (gastrointestinal tract infections) 500mg three or four times daily

**Precautions** Should be used with caution in patients with known hypersensitivity to penicillin because of evidence of partial cross-allergenicity between the penicillins and cephalosporins. Care should be exercised in patients with renal impairment

**Side effects** Usually gastro-intestinal and mild in nature. Skin reactions have occasionally been reported

**Storage** In a cool place

**Packs** Of 20, 250mg (£2.81 trade) and 500mg (£5.53) and 100, 250mg (£13.50) and 500mg (£26.65)

**Supply restrictions** TSA

**Issued** October 30, 1972

### VELOSEF syrup

**Manufacturer** E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex.

**Description** Powder for reconstitution. Prepared syrup. Containing cephadrine 125mg/5ml orange with an aromatic fruity flavour, and syrup containing 250mg/5ml wine red with a fruity flavour

**Indications, etc** As for Velosef capsules

**Dosage** **Children:** 25-50mg/kg/day given in four divided doses. For severe or chronic infections the dosage may be doubled but the maximum dose should not exceed 4g/day

**Notes** The syrup is reconstituted with 65ml of water

**Shelf life** Discard unused syrup after 14 days if stored in refrigerator (5°C) or 7 days at room temperature

**Dispensing diluent** Syrup BP

**Packs** Bottles of 100ml, 125mg/5ml (£1.40 trade) and 250mg/5ml (£2.81)

**Supply restrictions** TSA

**Issued** October 30, 1972

### Correction

Cox-Continental Ltd's new speciality is known, as Klorex-S and not as stated last week. Klorex-S granules, packed in sachets, contain betaine hydrochloride 2.07g, potassium bicarbonate 1.35g and potassium chloride 0.5g—equivalent to potassium chloride 1.5g.



# Trade News

## Diluting Dorbanex

Riker Laboratories, Morley Street, Loughborough, Leics, wish to draw pharmacists' attention to the fact that Dorbanex Forte should not be diluted to meet prescriptions for Dorbanex. This is because the ratio of dihydroxyanthraquinone to polaxalkol in the Forte product is 3:40 (75 mg dihydroxyanthraquinone and 1,000 mg poloxalkol per 5 ml dose) whereas in Dorbanex the ratio is 1:8 (25 mg dihydroxyanthraquinone and 200 mg poloxalkol per 5 ml dose).

In circumstances when it is necessary to dilute Dorbanex to provide a 5 ml dose (eg dosage for children), syrup BP or tragacanth mucilage BP should be used.

## New size Libresse

An economy size pack holding 20 Libresse sanitary towels has been introduced by Sancella, Harpenden, Herts, with the same dimensions as the 12-towel pack. Design follows the green leaf theme with a pillow-case top and is flashed new economy size.

## Simplified occult blood test

Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts, have introduced Hemocult, a test supplied in kit form for hygienic detection of faecal occult blood. Hemocult is a guaiac-based test, engineered, the company states, for maximum ease of handling. The kit consists of 100 impregnated paper slides with sealable flaps, one of which is opened to receive the smear taken by the physician, nurse or

patient. The slide is then re-sealed and sent to the laboratory. Application of the developer to the reverse side reveals the presence of occult blood within 30 seconds. The kit provides all necessary spatulae and developing solution for processing the 100 slides.

## Norinyl 'continuous dosage'

From November 1 Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks, are marketing a "continuous dosage" form of Norinyl-1 called Norinyl-1/28 (£0.31 trade). The additional tablets in the pack are orange.

The company also announce that the Norinyl-1 multipack (6's) will be discontinued and Norinyl-1 will only be available in outers of 20 wallets.

## Bonus offers

Beecham Toiletries, Beecham House, Brentford, Middlesex. Silvikrin conditioning rinse. 13 bottles for the price of 12.

Mitchum-Thayer, Sunley House, Croydon CR9 2DB. Mitchum "T" Breath Freshner. Introductory bonus of 16 to the dozen.

# Promotions

## Children's foam bath

Children's foam bath, a recent addition to the Camberwick Green range by Wright Latman & Umney Ltd is being advertised in *Woman*, *Womans Story*, *True Magazine*, *True Story*, *True Romantics*, *Pippin*, *Play Land* and *TV Comic* up until December 31. The foam bath is packed in plastics tubes which allows children to collect them after the contents have been used and initially there are two characters—Dr Mopp and Sgt Major Grout. The price of each is £0.24 (Wright Layman & Umney Ltd, Sanitas House, Stockwell Green, London, SW9 9JJ).

## Personal care advertising

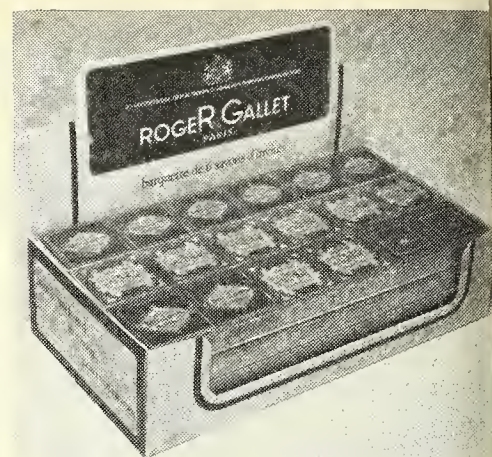
Remington have booked their personal care advertising programme to run from November 13 to the pre-Christmas week. The advertisements major on the Remington Hairstyler and the Hot Comb for men. A total of seven advertisements will appear in the *Daily Express*, *Daily Mirror*, *Daily Mail*, *The Sun*, *Sunday Mirror* and *Sunday People* as well as Christmas gift advertisements in women's journals which include *Woman*, *Living*, *Readers Digest* and *Woman's Realm* (Remington, Sperry Rand, Apex Tower, 7 High Street, New Malden, Surrey KT3 4DL).

## Fiesta on television

A £90,000 national television campaign on Fiesta kitchen towels commences October 30. Consisting of 30-second and 15-second spots, the campaign will run for six weeks (Bowater Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1X 7LR).

## Guest soaps display unit

A new counter display unit from Roger & Gallet holds 12 boxes of their guest soaps which come six to a box. In each unit



there are six boxes in assorted fragrances: 2 each in Oeillet, 2 in Bois de Santal and 2 in Rose Thé. The sides of the display unit carry the slogan "pour le week-end le voyage, pour vos invités". (Roger & Gallet, 16 Lettice Street, London SW6).

## Babettes money-off coupons

Support for Babettes disposable nappies includes full-colour page advertisement in women's journals and in specialist mother and baby press from November. And almost 2 million coupons, worth 4p off each Babettes purchase, are being given away in *Woman* during November (Bowater Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1).

## Consumer offers

□ Kirbigrip hair grips have been carded with 120 grips to each card but will be sold at the recommended price for 90 (£0.15) (Newey Goodman Ltd, Robin Hood Lane, Hall Green, Birmingham 28).

□ Silvikrin conditioning hair rinse is carrying a 4p off reduction on bottles and a "buy one, get one free" offer on sachet size during the introductory period (Beecham Toiletries Division, Beecham House, Brentford, Middlesex).

# on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Askit powders:** Sc, G

**Beechams powders:** All except E

**Close-up:** All areas

**Fiesta kitchen towels:** All except E, U

**Lux soap:** All except E

**Macleans toothpaste:** All except E

**Phensic:** M, Lc, WW, So

**Radox:** All except E

**Rennies:** All except U, E

**Signal:** Ln, M, WW, So, A, We, CI

**Silvikrin conditioning rinses:** All areas

**Sunsilk hairspray:** All areas

**Sunsilk shampoo:** All areas

**Tegrin medicated shampoo:** So

**Tom Caxton:** Lc

**Venos cough mixture:** All except E

**Vosene:** All areas

**Viking Brews:** M, We



Counter display pack for C-film the new "his and hers" contraceptive introduced this week by Potter and Clark Ltd, 9 Wellesley Road, Croydon. C-film is sold in packs of ten at £0.65. The full story is on p628



# NEW SILVIKRIN CONDITIONING RINSE.



## A Star is born.

October 15th, 1972. A star is born on television. New Silvikrin Conditioning Rinse.

We've tested the product. We've tested the pack. We've done our homework. We know Silvikrin Conditioning Rinse will sell.

So we're mounting a national TV campaign straight away with 30 second colour spots. And we'll also talk to your high-spending younger customers on Radio Luxembourg.

To make doubly sure of success we're starting off with a 4p reduction on bottles and a "buy-one-get-one-free" offer on sachets in the introductory period.

Your bonus comes in the shape of a launch offer of 13 bottles for the price of 12. Plus the huge profits assured by a long and successful run.

Silvikrin Conditioning Rinse.

A brand new addition to the all star Silvikrin cast.



# Mothers prefer new Babettes nappies and

## The System

New Babettes nappies have an extra absorbent filling inside a satin-soft cover. But that's only part of the story: New Babettes pants have soft foam inserts round the leg—not harsh elastic—to minimise leakage and help prevent chafing.

A unique nappy and pant combination designed to keep baby more comfortable longer.

## A brand leader in test

Already in a test area New Babettes have expanded the total market by 20%. And seized a 46% share, to make them clear brand leader. Now Babettes are available nationally, just think what they'll do for you.

## Largest advertising support ever for a disposable nappy!

From November full colour whole page advertisements, in the leading women's magazines, and specialist mother and baby press. In fact 1½ times as much as the competition combined spent last year.

## Promotions and display material too!

Almost 2 million coupons worth 4p off Babettes in Woman in November. Free samples available to 80% of new mothers. Plus colourful free display material.

New Babettes mean extra sales and profit for you.

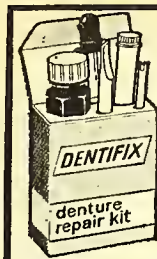
# NEW Babettes

from Bowater ♦ Scott





# Chemist & Druggist



## DENTIFIX

Complete denture  
repair kit.

# Price Service

## Cumulative amendments to September Quarterly Price List

Trade prices are given per unit unless otherwise stated. Bold upright figures (14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Bold upright (0.14) is a suggested guide. a=Price advanced, r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

3 simple rules for rapid price checking.

1. First look under 'This week's changes.' *If the price is not listed...* 2. Check the cumulative section. *If the price is not listed...* 3. Refer to the last main price list. *The price is still correct.*

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DEBUT (366 Dendron)				35mm cassette				food flask	16 oz	..	0.81
EF 600	4.33dz	1.03dz	0.60	Rapid	0.185	0.045	0.31	32 oz	..	..	1.03
small	6.86dz	1.63dz	0.95	20exp	0.22	0.055	0.37½	super	16 oz	..	1.03
EF 1200	5.05dz	1.20dz	0.70	36exp	0.29	0.07	0.48	32 oz	..	..	1.30
small	8.30dz	1.97dz	1.15	5 metre length	0.455	0.115	0.76	jug	32 oz	..	2.43
medium	13.71dz	3.26dz	1.90	17 metre length	1.41	0.35	2.37	refills			
large	6.13dz	1.46dz	0.85	Isopan Ultra				flask	8 oz	..	0.32
cleanser				35mm cassette				16 oz	..	..	0.35
DO-SERT (2 Abbott)				36exp	0.29	0.07	0.48	23 oz	..	..	0.53
distributors 938 PD)				5 metre length	0.455	0.115	0.76	32 oz	..	..	0.55
disposable syringe with 4				17 metre length	1.41	0.35	2.37	food flask	16 oz	..	0.58
applicators				Agfapan 35mm				food flask or jug	32 oz	..	0.70
Pentothal rectal suspension				Isopan IFF				food flask super	16 oz	..	0.60
2 g	0.91	..	1.36½tsls4A					32 oz	..	..	0.72
ITEM (746 Lederle)				AGFACOLOR (16 AGL)							
tablets	100	1.78	0.445	projectors				ALBERTO BALSAM (24 ACC)			
HYROMYCIN (746 Lederle)				automatic 50	22.945	5.735	41.03½	sachet	0.63dz	0.16dz	0.09
eye and ear ointment 1%				negative film CNS				90 cc	2.32dz	0.58dz	0.33
3.5 g	0.12	..	TS	standard cassette				220 cc	4.14dz	1.03dz	0.59
intramuscular 100 mg				35mm				ALBERTO-CULVER (24 ACC)			
10	1.89	..	TS	12exp	0.315	0.08	0.46½	Get Set hairspray			
intravenous 250 mg	10	1.89	..	20exp	0.385	0.095	0.57	normal hold	150 g	1.87dz	0.45dz
500 mg	10	3.40	..	36exp	0.525	0.13	0.77½	303 g	2.96dz	0.70dz	0.41
ointment 3%	25 mg	0.21	..	126	12exp	0.335	0.085	120 g	1.87dz	0.45dz	0.26
ophthalmic oil suspension				20exp	0.42	0.105	0.62	303 g	2.96dz	0.70dz	0.41
6 ml	0.32	..	TS	Rapid	0.335	0.085	0.50	120 g			d
pediatric drops	10 ml	0.29	..	roll film 127, 120, 620				for greasy hair	120 g & 303 g		d
HYROMYCIN V (746 Lederle)				reversal film CT18							
capsules 250 mg	20	0.62	..	126	20exp	0.93	0.14	1.27½			
100	2.31	..	TS	35mm							
1000	22.00	..	TS	cassette							
pediatric drops	10 ml	0.31	..	20exp	0.93	0.14	1.27½				
syrup	100 ml	0.39	..	36exp	1.355	0.18	1.85				
500 ml	1.76	..	TS	Rapid	0.73	0.085	1.05				
IFED (208 BW)				roll film 127, 120, 620							
compound linctus				8mm cine CT135							
125 ml			d	25ft	1.10	0.175	1.51½				
IFED (1610 WCS)				8mm cine CK17							
compound linctus				super 8	1.31	0.23	1.82				
100 ml	2.40dz	..	0.30 †DD†	8mm Movex cassette	1.26	0.23	1.99				
A. M. (1091 Rybar)				16mm cine							
sixture	150 ml	0.24	0.06	spool	100ft	3.105	0.54	4.30			
APTOPRUF (339 CG)				AGLA (208 BW)							
aster 1 in x 5 yd				atomiser							
M205	1.65dz			AIRWICK (671 Jeyes)							
2 in x 5 yd	2.66dz			aerosols							
3 in x 5 yd	3.55dz			alpine, lilac time,							
naline (1091 Rybar)				springtime	10 oz	1.72dz	..	0.18½			
ntire entry			d	AKINETON (969 Pfizer)							
ENAPAX (868 MC)				ampoules 5mg/1ml	5	0.59					
450 g	1.50		†	tablets 2 mg	50	0.98					
ER SIX (337 Curtis)				ALADDIN (23 ALAD)							
ntire entry			d	vacuum flasks							
SA (16 AGL)				Ambassador	16 oz	..	0.65				
ms black & white				32 oz	..	..	1.04				
Agfapan 1000				8 oz	..	..	0.57				
roll 120	0.22	0.055	0.36½	16 oz	..	..	0.61				
Dia direct				23 oz	..	..	0.92				
35mm	36exp	0.79	0.115	32 oz	..	..	0.98				
Isopan 126	12exp	0.17	0.27½	8 oz	..	..	0.54				
20exp	0.235	0.06	0.39½	16 oz	..	..	0.57				
Isopan IF and ISS				23 oz	..	..	0.89				
roll 127, 120 & 620	0.135	0.035	0.24	32 oz	..	..	0.95				
				Escort	16 oz	..	0.57				
					32 oz	..	0.92				



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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>AMOUR AMOUR (Patou)(386 Douek)</b>				antiperspirant supreme				<b>BEETHAM'S (106 Beetham)</b>			
eau de toilette 2 oz	1.48	0.37	2.65	cream 15 g	1.87dz	0.44dz	0.24	glycerin and cucumber 85 cc	2.76dz	0.69dz	0.40
4 oz	2.40	0.60	4.25	28 g	2.34dz	0.55dz	0.30	165 cc	4.20dz	1.05dz	0.60
parfum				42 g	2.34dz	0.55dz	0.30	glycerin and lavender 85 cc	2.76dz	0.69dz	0.40
le compaignon 1/4 oz	1.70	0.425	3.00	<b>ARTANE (746 Lederle)</b>				glycerin and rose water 85 cc	2.76dz	0.69dz	0.40
flacon 1/4 oz	1.80	0.45	3.25	Sustets 5 mg 100	0.96		†s4B	glycerin and white lilac 85 cc	2.76dz	0.69dz	0.40
1/2 oz	2.80	0.70	4.95	<b>ARTHRO PAD (1127 Seton)</b>				hand cream 1 oz	2.76dz	0.69dz	0.40
1 oz	4.70	1.175	8.35	existing entry			d	teenage skin cream 25 g	2.04dz	0.51dz	0.30
parfum Cologne 1 1/2 oz	1.06	0.265	1.90	<b>ARTHRO PAD (1127 Seton)</b>				<b>BELLODIA (1071 Robins)</b>			
3 1/2 oz	1.70	0.425	3.00	(distributors 93 BJ)			i	bath oil	1.28	0.32	2.30
<b>ANAPAX (848 Minnesota)</b>				bandage support				eau de Cologne 2 oz	1.12	0.28	2.00
cold sore lotion 5 ml	1.08dz	0.27dz	0.15	code 16	0.54	..	0.80	4 oz	1.76	0.44	3.20
cold tablets 12's	1.50dz	0.375dz	0.21	code 17	0.62	..	0.93	8 oz	2.92	0.73	5.30
cough linctus				code 18	0.68	..	1.02	spray 2 1/4 oz	1.92	0.48	3.50
adult 55 ml	2.01dz	..	0.24 †	<b>ARVYNOL (969 Pfizer)</b>				eau de toilette 2 oz	1.48	0.37	2.70
child 55 ml	1.85dz	..	0.22 †	capsules 250 mg 100	0.71		†s4B	4 oz	2.52	0.63	4.60
junior pair reliever				<b>ASCOXAL (68 Astra)</b>				8 oz	3.84	0.96	7.00
60 ml	1.76dz	..	0.21	tablets 24	0.28	0.08		parfum de toilette 75 cc	2.32	0.58	4.20
nasal spray 20 ml	1.68dz	..	0.20	dp 144	1.52			perfume 1/4 oz	1.56	0.39	2.80
triple action cough mixture 125 ml	2.14dz	0.535dz	0.30	<b>ASILONE (117 BPL)</b>				1/2 oz	2.20	0.55	4.00
<b>ANARIDS (1091 Rybar)</b>				tablets 50 mg dp 100			d	3/4 oz	3.56	0.89	6.50
pack of 96 12	0.16	0.04	0.28	<b>ASTRAFER I.V. (68 Astra)</b>				1 oz	5.24	1.31	9.50
<b>ANETHAINE (518 Glaxo)</b>				ampoules 5 ml 5	0.56			2 oz	7.96	1.99	14.50
cream 20 g	0.135	..	0.18 †	<b>ASTRAL (333 Cupai)</b>				<b>BENCARD (113 Bencard)</b>			
<b>ANGIER (172 BMCL)</b>				general purpose blocks				skin test solutions			
children's cold relief drink 16	0.119	0.03	0.20	bouquet	..	..	0.08	intradermal and prick 2 ml	0.35		
junior aspirin tablets 50	0.047	0.012	0.08	<b>ATARAX (969 Pfizer)</b>				21 skin test outfit 21 x 2 ml	6.00		
dp 500	0.369		0.14	syrup 10mg/5ml 150 ml	0.39		†s4B	standard cabinet 72 x 2 ml	22.00		
emulsion large size				tablets 10mg 100	0.96		†s4B	refill 18.00			
<b>ANIMALINTEX (1073 Robinson)</b>				25mg 100	1.95		†s4B	hospital cabinet 120 x 2 ml	35.50		
poultice dressing (vet.) 2.750		0.69		<b>ATKINSONS (76 Atkinson)</b>				refill 29.00			
(1 1/2 dz)		(1 1/2 dz)		English lavender				<b>BENYLIN (938 PD)</b>			
<b>ANITA (473 FJ)</b>				deodorant spray	..	..	0.75	expectorant 2 1/4 l	1.51		
hair glitters 0.68dz	0.17dz	0.10		for gentlemen				with codeine 2 1/4 l	2.40		
<b>ANTILOPE (Weil) (961 EGP)</b>				after shave 92 cc	..	..	0.80	<b>BEPELETE (1352 Wyeth)</b>			
eau de Cologne 1 oz	0.54	0.135	1.00	brilliantine 63 cc	..	..	0.60	elixir 150 ml	0.24	..	0.32
2 oz	0.97	0.242	1.80	hair cream 55 g	..	..	0.35	1200 ml	1.315	..	1.75%
4 oz	1.57	0.392	2.90	shaving cream 85 g	..	..	0.40	<b>BERKMYCEN (117 BPL)</b>			
8 oz	2.38	0.595	4.40	foam 155 g	..	..	0.60	tablets 250 mg 1000	5.00	..	7.50
16 oz	4.11	1.027	7.60	Gold Medal eau de Cologne				<b>BETADINE (878 Napp)</b>			
foam bath 6 1/2 oz	0.97	0.242	1.80	bath foam 118 g	..	..	0.75	vaginal douche 500 ml	1.96	..	2.62
parfum de toilette 1 oz	0.92	0.23	1.70	289 g	..	..	1.50	240 ml			
2 oz	1.46	0.365	2.70	<b>ATOMOL (34 A&amp;H)</b>				<b>BILIGRAM (1479 SCL)</b>			
4 oz	2.38	0.595	4.40	nasal spray 10 ml	0.15	..	0.22%	ampoules 5 x 30 ml	4.78		
8 oz	3.84	0.96	7.10	<b>ATRIKO (1164 SSL)</b>				infusion 5 x 100 ml	11.68		
16 oz	6.49	1.622	12.00	hand care tin 404	1.084dz	0.256dz	0.14%	<b>BIO FACIAL (1631 Mediline) (Southern area only)</b>			
atomiser 2 oz	1.73	0.432	3.20	408	1.554dz	0.37dz	0.21%	0.75	0.1875	1.25	
4 oz	2.49	0.622	4.60	409	8.647dz	2.09dz	1.15	<b>BIOFORM (1639 S.B.A.L.)</b>			
1/2 oz	1.14	0.285	2.10	tube 406	1.247dz	0.303dz	0.17	protectives (3)	..	..	0.25
1 oz	1.95	0.487	3.60	429	1.762dz	0.425dz	0.24	plus (3)	..	..	0.25
1 1/2 oz	3.46	0.865	6.40	jar 426	2.831dz	0.677dz	0.38	<b>BIOKETS (848 Minnesota)</b>			
2 oz	5.35	1.337	9.90	430	4.324dz	1.042dz	0.59	18	1.35dz	..	0.16
4 oz	14.70	3.675	27.20	hand care lotion	1.879dz	0.455dz	0.32	<b>BIRLEYS (1418 Strenol)</b>			
8 oz	24.70	6.175	45.70	<b>AURALTONE (1295 Wade)</b>				antacid tablets			
16 oz	41.24	10.31	76.30	15 ml	0.17	0.04	0.30 †	BLACK AND WHITE (975 PWL)			
atomiser de luxe 1 oz	6.16	1.54	11.40	<b>AUREOMYCIN (746 Lederle)</b>				bleaching cream 12 g	4.00dz	1.00dz	0.58
refill 1 oz	4.76	1.19	8.80	capsules 250 mg 20	0.75	..	TS.	32 g	6.30dz	1.575dz	0.92
diffusette 1/2 oz	2.05	0.512	3.80	100	3.59	..	TS.	4 g			
1/2 oz	3.51	0.877	6.50	ointment 3% 25 g	0.21	..	TS.	12 g	2.82dz	0.705dz	0.41
spray 1/4 oz	2.97	0.742	5.50	ophthalmic 1% 3.5 g	0.12	..	TS.	pluko hair dressing 6 oz	2.40dz	0.60dz	0.35
Satin body perfume 1 oz	0.81	0.202	1.50	syrup 100 ml	0.71	..	TS.	white 6 oz	4.38dz	1.095dz	0.64
2 oz	1.35	0.337	2.50	<b>BABETTES (153 BSC)</b>				skin whitener 12 g	2.82dz	0.705dz	0.41
4 oz	2.16	0.54	4.00	baby napkins 20	2.53dz	..	0.27	soap 3 1/2 oz	2.28dz	0.57dz	0.33
Secret de Venus bath oil 1/2 oz	1.89	0.472	3.50	10	1.88dz	..	0.19%	cold cream			
1 oz	3.08	0.77	5.70	25 case rates minimum order direct			d	vanishing cream			
2 oz	5.51	1.377	10.20	<b>BACCHUS (301 Coty)</b>				<b>BLAKE'S (135 TB)</b>			
4 oz	8.27	2.067	15.30	after shave bronzing			d	witch hazel cream 50 g	1.44dz	0.36dz	0.21%
8 oz	11.78	2.945	21.80	<b>BALENCIAGA (386 Douek)</b>				100 g	2.78dz	0.69dz	0.41
16 oz	17.68	4.42	32.70	eau de Balenciaga 1 1/2 oz	1.03	0.257	1.85	<b>BLISTEZE (366 Dendron)</b>			
32 oz	29.46	7.365	54.50	4 oz	1.76	0.44	3.15	lip salve	1.44dz	0.34dz	0.20
soap 2 1/2 oz	0.27	0.067	0.50	7 oz	2.82	0.705	5.10	after shave block	0.19	0.0475	0.34
talc de toilette 4 oz	0.59	0.147	1.10	15 oz	4.16	1.04	7.50	<b>BLOC HYALIN (1637 Landaw)</b>			
<b>ANTOIN (311C)</b>				<b>BAND-AID (672 Johnson)</b>				entire entry			
tablets 20	0.12	0.03	0.21 †s7DDI	elastic plasters				<b>BLUE EYETEC (1073 Robinson) entire entry</b>			
50	0.22	0.05	0.37%†s7DDI	2 1/2 in x 1 yd	0.147	..	0.21	<b>BLUE EYETEC (1073 Robinson)</b>			
250	0.82		†s7DDI	2 1/2 in x 6 in	0.034	..	0.05	first aid dressings with			
<b>APISERUM (253 Chemia)</b>				washproof plasters				metallic strip waterproof			
ampoules 5 ml 24	3.36	0.84	5.31%	medium assorted tin	0.127	..	0.18	dressing strips			
<b>APRIL VIOLETS (1355 Yardley)</b>				large assorted tin	0.165	..	0.23	1/2 in x 2 1/2 48	0.235		
perfume 1991	0.447	0.112	0.79	economy carton	0.201	..	0.28	144	0.4931	0.675	
perfumed Cologne 1984	0.434	0.109	0.76	medium strips	0.127	..	0.18	1/2 in x 3 in 48	0.4923	0.27	
soap toilet 1962	0.138	0.039	0.22	large strips	0.165	..	0.23	144	0.4932	0.725	
spray mist 1945	0.737	0.184	1.29	composite pack 120	1.129	..	1.57% <i>i</i>	1 1/2 in x 3 1/2 in 50	0.4925	0.545	
talcum 1907	0.209	0.052	0.37	2 1/2 in x 6 in	0.034	..	0.05	1 1/2 in x 2 1/2 in 50	0.4926	0.315	
<b>AQUAMOX (746 Lederle)</b>				2 1/2 in x 1 yd	0.147	..	0.21	finger dressing			
tablets 50 mg 100	2.47	..	†s4B	<b>BARBER (85 BES)</b>				1 in x 7 in x 24	0.4920	0.555	
<b>ARMORICAIN (1336 WC)</b>				existing entry			d	wound dressing			
powder 2 lb	0.79	0.19	1.33	<b>BARBER (85 BES)</b>				2 in x 3 in x 50	0.4928	0.69	
10 lb	3.38	0.85	5.92	health lamps 365	10.24	2.50	16.15	1 1/2 in x 2 in x 50	0.4929	0.38	
<b>ARRID (235 CW)</b>				popular 596	3.37	..	4.50				
antiperspirant deodorant aerosol				641	9.45	2.30	14.90				
light powder 130 g	3.26dz	0.78dz	0.42	465	23.06	5.62	36.37				
190 g	4.13dz	0.98dz	0.53	<b>BARDASE (938 PD)</b>							
255 g	5.14dz	1.22dz	0.66	entire entry			d				
antiperspirant extra dry				<b>BARMENE (793 MFL)</b>							
aerosol standard				pure yeast extract 7 lb	2.06	..	2.60				
130 g	3.26dz	0.78dz	0.42	<b>BAYCARON (97 Bayer)</b>							
190 g	4.13dz	0.98dz	0.53	tablets 25 mg 50	1.30	..	1.95				
255 g	5.14dz	1.22dz	0.66	150	3.74	..	5.61				
unscented				<b>BAYOLIN (97 Bayer)</b>							
130 g	3.26dz	0.78dz	0.42	ointment 35 g	0.19	0.05	0.33%				
190 g	4.13dz	0.98dz	0.53								
255 g	5.14dz	1.22dz	0.66								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
waterproof strapping ½ in x 5 yd x 12 04900	1.115			childrens 99 (strapped) 108, 99	2.84dz 2.55dz	0.31dz 0.28dz	0.39 0.35		CALECHE (1525 PDP)		
1 in x 5 yd x 12 04901	1.585			5516, 5517	4.37dz	0.48dz	0.60		bath oil	1 oz	3.45
2 in x 5 yd x 12 04902	2.62			highlights 567, 128	6.45dz	0.71dz	0.89		2 oz	5.15	
liantine 50 cc 1.48dz		0.37dz	0.23	133	7.20dz	0.79dz	0.99		deodorant aerospray	4 oz	2.50
ORCHID (1630 R&RL)				208	5.70dz	0.62dz	0.79		dusting powder	5 oz	3.70
108 cc	2.32dz	0.58dz	0.36	mens 54	2.55dz	0.28dz	0.35		refill	5 oz	1.75
50 cc	1.48dz	0.37dz	0.23	55	2.69dz	0.30dz	0.37		eau de toilette	2 oz	2.65
108 cc	2.32dz	0.58dz	0.36	459	2.18dz	0.24dz	0.30		4 oz	3.95	
250 cc	2.32dz	0.58dz	0.36	Clipper 3	1.96dz	0.22dz	0.27		8 oz	5.95	
mpoo				special					16 oz	8.95	
48 Minnesota)				102, 114	2.55dz	0.28dz	0.35		parfum de toilette		
ment 100 ml	1.50dz	0.375dz	0.21	182, 95, 135	3.28dz	0.36dz	0.45		atomiser	2 oz	4.40
200 ml	2.14dz	0.535dz	0.30	184, 170, 112	3.06dz	0.34dz	0.42		refill	2 oz	3.65
OLAXINE (346 Dales)				180	2.84dz	0.31dz	0.39		atomiser	4 oz	6.20
tributors 1556 Farillon)				110, 96	3.57dz	0.39dz	0.49		refill	4 oz	5.30
STREET (1355 Yardley)				67, 142	4.00dz	0.44dz	0.55		perfume	½ oz	3.45
ing powder 2709	0.845	0.211	1.48	115	4.73dz	0.52dz	0.65		½ oz	5.50	
ume 2791	0.771	0.193	1.35						1 oz	8.10	
umed Cologne 2784	0.554	0.139	0.97	BROCILLIN (1393 BRL)					2 oz	13.40	
2785				tablets 125mg packs of 20 and 100					4 oz	21.50	
pray mist 2745	0.794	0.188	1.39	BRONCHOTONE (1295 Wade)					atomiser	½ oz	6.05
o toilet 2762	0.138	0.035	0.22	100 ml	0.19	0.05	0.34	†	refill	½ oz	2.90
um 2707	0.280	0.070	0.49	500 ml	0.76			†	atomiser	1 oz	10.90
stallized Cologne				dp 2 l	2.74			†	refill	1 oz	7.00
2770				BRONNLEY (194 Bronnley)					deluxe	1 oz	17.50
MINT (1037 Reckitt)				after bath Cologne					4 oz	47.90	
16	0.52dz	0.124dz	0.07	0733	.. ..	..	0.18		soap deluxe	3 oz	2.60
16	1.06dz	0.251dz	0.15	0738	.. ..	..	0.60		talcum powder	3 oz	1.30
ES QUIES (346 Dales)				0270	.. ..	..	0.28		CALIFORNIA (1190 SHP)		
tributors 1556 Farillon)				0277	.. ..	..	0.23		syrop of figs	small	1.29dz 0.29dz 0.16
CE (967 Petfoods)				0132	.. ..	..	0.21		CALINE (Patou)(386 Douek)		
large 3.43	0.54	0.10		0402	.. ..	..	1.20		eau de Caline	2 oz 1.36	0.34 2.40
(4 dz)	(4 dz)			0438	.. ..	..	0.63		4 oz 2.26	0.565	4.00
economy 1.70dz	0.27dz	0.19½		0928	.. ..	..	0.70		vapomiseur	4 oz 3.25	0.812 5.75
JOIS (150 Bourjois)				0723	.. ..	..	0.18		parfum	½ oz 1.20	0.30 2.15
ucubes Freesia				0725	.. ..	..	0.46		½ oz 2.40	0.60	4.25
ts (4) 9391				0728	.. ..	..	0.65		½ oz 3.66	0.915	6.50
ums Bourdoir, Wild Rose, Mimosa &				country herb bubble bath					1 oz 5.60	1.40	10.00
olden Fern				0148	.. ..	..	0.58		atomiser	½ oz 2.68	0.67 4.75
ILAN (878 Napp)				0147	.. ..	..	0.37		refill	½ oz 1.58	0.395 2.80
ets 50	0.80	0.20	1.35	hand and body lotion					CALLUSOLVE (1454 Dermal)		
250	3.60	0.90	6.05	0703	.. ..	..	0.18		wart treatment	10 ml	0.55 0.1375
G'S (162 Bragg)				0705	.. ..	..	0.40		CALPOL (1610 WCSD)		
uits 6½ oz	1.80dz	..	0.19	0708	.. ..	..	0.53		paediatric suspension	70 ml 1.80dz	.. 0.22½
13 oz	3.24dz	..	0.34½	6408	.. ..	..	0.34		110 ml 2.64dz	..	0.33
biscuits 7 oz	0.96dz	..	0.10	6409	.. ..	..	0.34		C. A. M. (1091 Rybar)		
14 oz	1.62dz	..	0.17	0040	.. ..	..	0.37		150 ml 0.20	0.05	0.35
7 lb	0.84	..	1.05	0041	.. ..	..	0.37		1 l 1.20		†
ets 50	1.05dz	..	0.11	0110	.. ..	..	0.63		CAMAY (1010 P&G)		
100	1.68dz	..	0.17½	0037	.. ..	..	1.30		soap toilet	3.77	0.942 0.07½
250	3.68dz	..	0.38½	soap					(6 dz)	(6 dz)	
DS (1438 RHM)				bath ball	0108	.. ..	0.75		bath	3.55	0.887 0.10½
nce of beef 2½ oz	2.347dz	..	0.25½	country herb bath					(4 dz)	(4 dz)	
nce of chicken				1143	.. ..	..	0.33		CAMBERWICK GREEN (1351 WLU)		
2½ oz	2.347dz	..	0.25½	0107	.. ..	..	0.32		foam bath	1.92dz	0.48dz 0.24
ZE (756 Lever)				0633	.. ..	..	0.19		CAMEO (1073 Robinson)		
small 3.151	0.739	0.06		6122	.. ..	..	0.19		tampons	10	3.049 .. 0.16½
(6dz)				soap on a rope					40	3.452dz	.. 0.59
large 2.510	0.589	0.09½		6136	.. ..	..	0.50		CANNON (224 Cannon)		
(6dz)				0613	.. ..	..	0.33		baby products		
NYL (68 Astra)				jumbo on a rope					existing entry		d
oules 1 ml	5	0.60		0619	.. ..	..	0.65		CANNON (224 Cannon)		i
ler 1.70				0603	.. ..	..	0.19		Babysafe		
p 200 ml	0.82			0649	.. ..	..	0.16		bathmath	0.28	0.03 0.45
ets 100	1.50			0523/0521	.. ..	..	0.18		smooth necked feeder		
AL SODIUM (1477 Elanco)				0435	.. ..	..	0.58		with cap, disc and teat	0.194	.. 0.29
oules (vet.) 0.5 g	0.60	0.90	†s4A	0109	.. ..	..	0.53		with cap, mini-feeder, 2 teats	0.26	.. 0.39
2.5 g	1.62	2.43	†s4A	0642	.. ..	..	0.16		and screwcap	0.167	.. 0.25
ITENER (848 Minnesota)				turtle oil					soother	1.24	0.14 1.99
hpaste 150 g	1.50dz	0.375dz	0.21	toilet	0643	.. ..	0.25		steriliser unit basic	2.195	0.21 3.50
MARINE (555 Haffenden)				bath	0641	.. ..	0.11		complete		
neaps only				visitors	0713	.. ..	0.18		universal teat	100	5.40 .. 8.00
MARINE (555 Haffenden)				talcum powder	0715	.. ..	0.30		dispenser	in mini feeder	0.054 .. 0.08
ver caps				0718	.. ..	..	0.42		Modern		
illy	4.73dz	0.52dz	0.65	BROOKLAX (1037 Reckitt)					feeders complete		
ain 2.91dz	0.32dz	0.40		6	0.52dz	0.124dz	0.07		9 oz	0.153	.. 0.23
neaps				18	1.06dz	0.251dz	0.15		4 oz	0.14	.. 0.21
ubble crepe				asthma inhalant	15 ml	0.28	0.40	†	without dormal cap		
56, 64, 65	2.69dz	0.30dz	0.37	30 ml	0.50	..	0.72	†	9 oz	0.14	.. 0.21
45, 46, 47	3.06dz	0.34dz	0.42	60 ml	0.96	..	1.38	†	4 oz	0.12	.. 0.18
99	2.55dz	0.28dz	0.35	pressurised complete	0.65	..	0.93	†s4B	replacement for feeders		
99 (strapped)	2.84dz	0.31dz	0.39	BUDALE (346 Dales)					containing 2 cap discs		
corated				(distributors 1556 Farillon)					and w.n. nurser teat	0.06	.. 0.09
5116	0.60	0.07	0.99	BUFFERIN (171 BLL)					rubber soother	0.08	.. 0.12
5502	0.67	0.07	1.10	tablets	36	0.16	0.28		teething ring	0.047	.. 0.07
5500, 5512, 5513	0.76	0.08	1.25	100	0.42	0.105	0.73½		teats		
5506, 5510, 5511, 5518				BUTO (1363 SAL)					wide necked (3)	0.093	.. 0.14
5193	0.91	0.10	1.50	hair remover rose	24.5 g	1.63dz	0.39dz	0.22	narrow necked	0.033	.. 0.05
5508, 5505	1.06	0.12	1.75	CA'D'ORO (881 Natura)					CANOE ROYALE (350 Dana)		
5501, 5504, 5550, 5082, 5557	1.15	0.13	1.90	deodorant spray	100 g	0.64	0.16	1.20	after shave Cologne	1.01	0.25 1.85
5509, 5235, 5553, 5558	1.18	0.13	1.95	stick	25 g	0.40	0.10	0.75	antiperspirant, formula C.45		
5503, 5559	1.51	0.17	2.50	Eau de Cologne	50 cc	0.48	0.12	0.90		0.26	0.065 0.47
5243	1.67	0.18	2.75	100 cc	0.90	0.225	1.70		soap	0.23	0.057 0.42
5554, 5409	1.82	0.20	3.00	200 cc	1.70	0.425	3.20		talc		
oulded				crystal	100 cc	1.00	0.25	1.90	puffer	0.55	0.137 1.00
Clipper 1				eau de parfum	40 cc	0.95	0.23	1.80	spray	0.44	0.11 0.80
Clipper 2 (strapless)	1.96dz	0.22dz	0.27	80 cc	1.48	0.37	2.80		CARBOCAINE (970 PM)		
Penguin				atomiser	11 cc	0.72	1.35		3% cartridge 1.8 ml		
(strapless)	2.33dz	0.25dz	0.32	soap (3)	0.85	0.212	1.60		100	2.82	
Standard				CALABAND (1127 Seton)					CAPRICE (1355 Yardley)		
(strapless)	2.18dz	0.24dz	0.30	(distributors 93 BJ)					Cologne	2984	0.434 0.76
Trident				zinc paste, calamine					creme perfume	2973	0.434 0.76
(strapless)	2.69dz	0.30dz	0.37	and urethane bandage	2.40dz	..	0.30		perfume	2991	0.714 1.25
									talcum	2907	0.209 0.052 0.37



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>CARBITAL (938 PD)</b>				<b>CHLOROMYCETIN (938 PD)</b>				<b>COPHOLCO (1295 Wade)</b>			
Kapseals 25	0.25	..	..	Aplicap 1% 50	0.31	..	..	100 ml	0.19	0.05	0.34
250	1.65	..	..	250	1.55	..	..	dp 500 ml	0.76		†
				ophthalmic 25 mg vial	0.21	..	..	dp 2 l	2.74		†
<b>CARDIA ZOL (86 Barclay)</b>				ophthalmic ointment 4 g	0.10	..	..				
ampoules 1.1 ml 10% 5	0.31	..	..	<b>veterinary</b>				<b>CORDILOX (969 Pfizer)</b>			
pack of 6			0.41	capsules 50 mg 100	0.82	..	..	ampoules 2 ml 5	1.38	0.345	†
			d	1000	7.71	..	..	tablets 40 mg 100	3.78	0.845	†
<b>CARDINELLI (226 CBP)</b>				ophthalmic ointment 4 g	0.10	..	..	500	17.00	4.25	†
bath foam 100 cc	3.36dz	0.84dz	0.49	tincture aerosol 6 x 28 ml	2.21	..	..	<b>CORIMIST (1111 Schwarzkopf)</b>			
150 cc	3.96dz	0.99dz	0.60	94 ml	1.10	..	..	shampoo 140 cc	2.50dz	0.625dz	0.35
oil 20 cc	1.10dz	0.275dz	0.16	colourless 6 x 28 ml	2.21	..	..	<b>CORTIFOAM (969 Pfizer)</b>			
100 cc	4.00dz	1.00dz	0.58					spray 15 g	0.41		T
150 cc	5.50dz	1.375dz	0.80					50 g	1.12		T
make up brushes style 1	2.06dz	0.515dz	0.30					<b>CORTIPHENICOL (346 Dales)</b>			
2, 3, 4	1.37dz	0.3425dz	0.20					(distributors 1556 Farillon)			i
5, 6	1.03dz	0.2575dz	0.15	<b>CHRISTIAN DIOR (1619 PCDL)</b>				<b>CORTIL (969 Pfizer)</b>			
<b>CASTELLAN No. 10 (1075 R)</b>			d	nail gloss	..	..	..	lotion 0.5% 20 ml	0.21		T
				mini size	..	..	..	1.0% 20 ml	0.31		T
<b>CASTELLAN No. 10 (78 AS &amp; CO)</b>			i					spray 50 mg 30 ml	0.42		T
bronchial pastilles 56 g	1.00dz	0.25dz	0.15	<b>CHRISTY (261 Christy)</b>				100 mg 60 ml	0.74		T
children's syrup 117 ml	1.44dz	0.36dz	0.21	lanoline tube small	0.96dz	0.24dz	0.14	topical ointment			
58 ml			d	large	1.30dz	0.325dz	0.19	non-greasy 0.5% 15 g	0.18		T
cough mixture 117 ml	1.56dz	0.39dz	0.23					1.0% 15 g	0.26		T
234 ml	2.60dz	0.65dz	0.38	<b>CITANEST (68 Astra)</b>				50 g	0.69		T
			†DDI	plain ampoules				2.5% 15 g	0.53		T
<b>CASUAL (1242 Toni)</b>				1.5% 25 ml	0.32		†s4B	50 g	1.52		T
hair colourant	3.79dz	0.90dz	0.52	vials				greasy 1.0% 15 g	0.26		T
hair lightener	3.79dz	0.90dz	0.52	0.5% 20 ml	0.70		†s4B	2.5% 15 g	0.53		T
			†	50 ml	0.33		†s4B				
<b>CELLOSENE (1073 Robinson)</b>				1% 20 ml	0.73		†s4B	<b>CORVETTE (1038 R &amp; C)</b>			
cellulose wadding 16 oz	0.195			50 ml	0.35		†s4B	existing entry			d
				4% 22 ml	2.65		†s4B	<b>CORVETTE (1038 R &amp; C)</b>			i
<b>CERTOR (786 Macdonald)</b>				with adrenaline 1-250,000				after shave	3.48dz	0.87dz	0.49
bandage crepe B.P.C.				vials 0.5% 50 ml	0.33		†s4B	deodorant spray	3.07dz	0.77dz	0.44
5cm x 4.5m	1.68dz	..	..	with adrenaline 1-200,000				hairspray	3.07dz	0.77dz	0.44
6.25cm x 4.5m	1.80dz	..	..	vials 1% 50 ml	0.35		†s4B	pre-electric shave	3.48dz	0.87dz	0.49
7.5cm x 4.5m	2.40dz	..	..	with adrenaline 1-300,000				shave foam	2.72dz	0.68dz	0.39
10cm x 4.5m	3.12dz	..	..	Citanest '30'				talc	3.07dz	0.77dz	0.44
15cm x 4.5m	4.44dz	..	..	1.8 ml	100	2.60	†s4B	<b>COSSACK (1038 R &amp; C)</b>			
bandage w.o.w. B.P.C.				topical 4% 25 ml	0.30		†s4B	men's hair dressing			
2.5cm x 5m	0.37dz	..	..	Octapressin 2.2 ml	100	2.65		aerosol			
5cm x 5m	0.60dz	..	..					6 oz	2.29dz	0.575dz	0.30
7.5cm x 5m	0.86dz	..	..	<b>CLAIROL (172 BMCL)</b>				12 oz	3.68dz	0.92dz	0.48
10cm x 5m	1.09dz	..	..	Born Blonde colourant	0.332	0.083	0.57	18 oz	5.01dz	1.25dz	0.65
15cm x 5m	1.30dz	..	..	lightener	0.385	0.096	0.66	<b>COSTA BRAVA (106 Beetham)</b>			
unwrapped				condition hair conditioner	0.187	0.047	0.32	sun tan cream	2.04dz	0.51dz	0.30
2.5cm x 5m	0.23dz			creme rinse sachet	0.03	0.008	0.05	<b>COTY (301 Coty)</b>			
5cm x 5m	0.45dz			bottle	0.117	0.029	0.20	Air Spun			
7.5cm x 5m	0.66dz			Loving Care	0.253	0.063	0.44	creme blush	0.426	0.107	0.75
10cm x 5m	0.88dz			Nice 'N Easy hair colour	0.324	0.081	0.56	cremestick	0.272	0.068	0.48
15cm x 5m	1.33dz			Summer Blonde	0.274	0.096	0.47	honey pot lip conditioner	..	..	0.55
bandage triangular unbleached				Loving Care creme after rinse			d	Originals			
1.44dz				<b>CLARADIN (894 Nicholas)</b>				protein eye shadow	0.532	0.133	0.95
cotton wool B.P.C.				tablets 300 mg 100	0.90	0.225	1.57%	lash conditioner	0.84	0.21	1.50
25 g	0.51dz	..	..	<b>CLEARASIL (1055 RM)</b>				mascara	0.70	0.175	1.25
50 g	0.84dz	..	..	cleansing lotion 100 cc	3.34dz	0.835dz	0.44	<b>COUGAR (1355 Yardley)</b>			
100 g	1.44dz	..	..	cream skin tinted	3.03dz	0.76dz	0.40	after shave lotion 2458J	0.408	0.102	0.72
500 g	6.12dz	..	..	white vanishing	3.03dz	0.76dz	0.40	2458	0.554	0.139	0.97
hospital				afterwash 100 cc			d	after shower talc 2407	0.339	0.085	0.60
25 g	0.48dz	..	..	<b>CLENSEL (671 Jeyes)</b>				anti-perspirant aerosol			
50 g	0.72dz	..	..	rose spray	1.56dz	..	..	2441	0.457	0.114	0.80
100 g	1.20dz	..	..	<b>CLOMID (838 Merrell)</b>				shave foam 2451	0.424	0.106	0.75
500 g	4.80dz	..	..	tablets 30	5.50	..	..	soap-on-a-rope 2464	0.410	0.103	0.65
<b>gauze plain B.P.C.</b>				<b>CLOSE-UP (412 Elida Gibbs)</b>				<b>COVONIA (1232 T&amp;R)</b>			
1 m	0.98dz	..	..	toothpaste standard	1.175dz	0.295dz	0.15%	bronchial balsam			
3 m	2.16dz	..	..	large	1.74dz	0.435dz	0.22%	150 ml	1.56dz	..	0.20
5 m	3.24dz	..	..	economy	2.355dz	0.59dz	0.30%	4 oz			d
10 m	6.48dz	..	..	<b>CODURAL (848 Minnesota)</b>				<b>CROWN (1073 Robinson)</b>			
25 m	1.00			tablets 15	1.50dz	0.375dz	0.21	wool felt			
90cm x 5 m	1.96			<b>CO-ELORINE (413 Lilly)</b>				4 1/4 in x 2 1/4 in x 3/4 in	1.03dz		
100 m	3.32			Pulvules 100			d	4 in x 3 in x 3/4 in	1.03dz		
<b>gauze ribbon</b>				<b>COLGATE (280 CP)</b>				rings	6	0.73dz	
non-sterilised				dental cream with MFP				<b>C. T. A. (1091 Rybar)</b>			
1.25cm x 5m	0.62dz			standard	4.88	1.22	0.15%	entire entry			d
1.25cm x 10m	0.75dz			large	5.32	1.33	0.22%	<b>CUTEX (256 CPL)</b>			
sterilised				ex-large	2.41dz	0.60	0.30%	Blinkers eye shadow powder			
1.25cm x 5m	0.84dz			family	2.99dz	0.75dz	0.38	3.28dz	0.84dz		0.45
1.25cm x 10m	1.20dz			fluor with MFP standard	2.44	0.61	0.15%	mascara	4.72dz	1.20dz	0.65
2.5cm x 5m	0.84dz			large	3.54	0.89	0.22%	hand and nail accessories			
2.5cm x 10m	1.32dz							basecoat	1.98dz	0.495dz	0.27
<b>gauze swabs B.P.C.</b>								cuticle cream	2.42dz	0.605dz	0.33
7.5cm x 7.5cm x 5	0.53dz							remover	1.98dz	0.495dz	0.27
7.5cm x 7.5cm x 100	0.40							emery boards	1.00dz	0.25dz	0.14
								hand cream	2.42dz	0.605dz	0.33
10cm x 10cm x 100								nail body	3.30dz	0.825dz	0.45
								nail flex	2.42dz	0.605dz	0.33
								oily polish remover			
<b>lint plain B.P.C.</b>				<b>COLLAR'N CUFF (1127 Seton)</b>				small	1.32dz	0.33dz	0.18
25 g	0.80dz	..	..	(distributors 93 BJ)				large	1.98dz	0.495dz	0.27
50 g	1.32dz	..	..	roll 4 m	0.52	..	..	strong nail	2.54dz	0.635dz	0.35
100 g	2.76dz	..	..	<b>COLLYRE BLEU (Laiter) (346 Dales)</b>				<b>CUTISAN (346 Dales)</b>			
500 g	11.64dz	..	..	(distributors 1556 Farillon)				(distributors 1556 Farillon)			
boric				<b>COLOR-GLO (525 Golden)</b>				<b>CUXSON GERRARD (339 CG)</b>			
25 g	0.84dz	..	..	hair colourant	3.11dz	0.78dz	0.44	bandages w.o.w. B.P.C.			
50 g	1.44dz	..	..	blades	1.62	0.405	0.16	1 in x 4 yd	0.28dz	..	0.03%
100 g	2.76dz	..	..					1 1/2 in x 4 yd	0.37dz	..	0.05
500 g	12.36dz	..	..					2 in x 4 yd	0.46dz	..	0.06
<b>multiple pk dressing</b>								2 1/2 in x 4 yd	0.57dz	..	0.07
No 1	3.24dz	..	..					3 in x 4 yd	0.65dz	..	0.08
No 2	6.36dz	..	..					4 in x 4 yd	0.82dz	..	0.10
sterilised dressing pack	1.20dz							boil treatment	0.89dz	0.222dz	0.14
								calico 4 in x 4 yd	1.18dz	..	0.15
<b>CESTRA (1073 Robinson)</b>								cellulose tissue	0.33dz	..	0.49%
face masks standard	17.375							wadding	0.20dz	..	0.26%
	(1 gross)							cotton wool B.P.C. 1 oz	0.61dz	..	0.07
<b>CETADOL (1091 Rybar)</b>								2 oz	1.04dz	..	0.13%
entire entry			d					4 oz	1.73dz	..	0.20
<b>CHEB'S (473 FJ)</b>								1 lb	5.69dz	..	0.67
bruise eraser			d					<b>paper wrapped</b>	1/2 oz	0.46dz	..
<b>CHEB'S (473 FJ)</b>								8 oz	3.17dz	..	0.37%
bruise easer	2.72dz	0.68dz	0.40					1 lb	5.61dz	..	0.66



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
bandage B.P.C.				red flannelette				DEBS (1073 Robinson)			
2 in	1.26dz	..	0.17½	7½ x 5 in	0.99dz	..	0.12	cotton wool balls			
2½ in	1.58dz	..	0.21	11 in x 7 in	1.99dz	..	0.25	coloured	50	0.72dz	0.09
3 in	1.80dz	..	0.25	rigid zinc oxide plaster				100	1.28dz	..	0.16
3½ in	2.10dz	..	0.30	½ in x 1 yd	0.39dz	..	0.05				
4 in	2.42dz	..	0.32	1 in x 1 yd	0.53dz	..	0.06½	DECKERS (923 OG)			
5 in	2.94dz	..	0.36	½ in x 3½ yd	0.90dz	..	0.11	bay rum			d
6 in	3.57dz	..	0.43	1 in x 3½ yd	1.25dz	..	0.15½				
ette bandage B.P.C.				½ in x 5 yd	1.18dz	..	0.15	DELTAORTIL (969 Pfizer)			
in x 6 yd	3.13dz	..	0.36	1 in x 5 yd	1.72dz	..	0.21½	intramuscular/intra-articular			
in x 6 yd	4.18dz	..	0.46	2 in x 5 yd	2.90dz	..	0.35	injection 25 mg/1 ml			
in x 6 yd	6.05dz	..	0.66	3 in x 5 yd	3.95dz	..	0.48	tablets 1 mg	5 ml	1.35	TS
ings pack sterile	1.25	..		½ in x 10 yd	1.67dz	..	0.20	5 mg	100	0.29	TS
aid cream	0.60dz	..	0.07½	1 in x 10 yd	2.61dz	..	0.31½		100	0.94	TS
aid outfits				2 in x 10 yd	4.17dz	..	0.49		500	4.20	TS
actory No.1	A135W	3.60	5.40	3 in x 10 yd	5.89dz	..	0.70	enteric-coated			
	A135J	2.90	4.35	standard dressing	No.2	1.68dz	0.21	2.5 mg	100	0.66	TS
	A135M	2.00	3.00		No.3	0.35dz	0.04		500	2.88	TS
	A135R	1.85	2.78		No.4	0.49dz	0.06				
No.2	A136W	4.85	7.28		No.7	0.32dz	0.04	DENTINOX (366 Dendron)			
	A136M	4.40	6.60		No.8	0.54dz	0.07	gel	1.80dz	0.43dz	0.25
	A136R	3.30	4.95		No.9	0.85dz	0.11	liquid	1.73dz	0.41dz	0.24
No.3	A137W	6.70	10.05		No.10	0.35dz	0.04	DEPIXOL (779 Lundbeck)			
	A137M	7.00	10.50		No.11	0.57dz	0.07	(distributors 1556 Farillon)			
	A137R	5.20	7.80		No.12	0.89dz	0.11	ampoules 20 mg/ 1 ml			
ms outfit A	A20	1.04	1.56		No.13	0.69dz	0.08		10	8.00	†s4B
	A20R	0.96	1.44		No.14	0.92dz	0.12		40 mg/2 ml	10	12.50
outfit B	A21	1.55	2.33		No.15	1.36dz	0.17				†s4B
	A21R	1.40	2.10		No.16	0.64dz	0.08	DEPOSTAT (1479 SCL)			
neral purpose	A162	0.30	0.45	triangular bandages				syringe pack	2m x 5	5.56	8.34
	A159	1.08	1.62	36 in sides	1.42dz	..	0.17		20	21.02	†s4B
	A158	1.84	2.76	38 in sides	1.55dz	..	0.18½	DERL (1314 Weddel)			
dy pack	A210	0.84	1.30½	white wool felt				medicated toilet soap	0.71dz	0.09dz	0.09½
ice, shops & railway				1 yd x 18 in wide				DETTOL (1037 Reckitt)			
mises	A12	0.91	1.37	semi compressed ¾ in	2.25			1 gal	16.80dz	3.832dz	2.00
	A12R	0.82	1.23	¾ in	2.85			small	0.77dz	0.178dz	0.10½
	A13	1.80	2.70	¾ in	3.65			large	2.02dz	0.461dz	0.26
	A13R	1.65	2.48	soft ¾ in	1.92			DETTOLIN (1037 Reckitt)			
	A14	3.65	5.48	¾ in	2.60			B	1.29dz	0.295dz	0.17½
	A14R	1.65	2.48	CVK (2 Abbott)				20 oz	5.70dz	1.316dz	0.70
	A15	4.28	6.42	capsules 125 mg 100 and 500			d	80 oz	13.74dz	3.10dz	1.60
	A15R	3.00	4.50	CYCLAX (341 Cyclax)				D'HAUSSEY (477 AF&B)			
	A16	5.08	7.62	anti-shine foundation				depilatory pads	0.25dz	0.0625dz	0.04
	A16R	3.00	4.50	50 cc			0.95	DIABINESE (969 Pfizer)			
	A17	6.28	9.42	creme blusher			0.60	tablets 100 mg	100	1.06	†s4B
	A17R	4.50	6.75	eye make up			0.60	250 mg	100	2.33	†s4B
A. C.	A45	0.50	0.75	creme eyeshadow			0.60	DIAMOND (333 Cupal)			
or	A214	1.71	2.63	CYFOL (1091 Rybar)				foot powder	1.62dz	..	0.18½
ts	A212	1.61	2.49	entire entry			d	DIAMON-DEB (957 Perl)			
house	A103	4.60	6.90	CYTACON (518 Glaxo)				foot file	10.68dz	..	1.50
isport	A103R	3.40	5.10	liquid	200 ml	0.21	0.28	DIAMOIX (746 Lederle)			
	A85M	5.00	7.50	21	21	1.75		sodium parenteral			
	A151	3.36	5.04	25	25	0.175	0.24	500 mg	1.88	..	..
	A151R	2.36	3.54	250	250	1.24		DIETADE (840 EMF)			
el pack	A211	1.01	1.56	DALZOFOAM (1127 Seton)				fruit sugar	0.188	..	0.25
l bandage B.P.C.				existing entry			d	DIGOPAK (1345 Woodward)			
x 4 yd	3.58dz	..	0.40	DALZOFOAM (1127 Seton)			i	tablets 0.25 mg	100	0.18	0.27
x 4 yd	4.72dz	..	0.53	(distributors 93 BJ)				DIKEMA (1477 Elanco)			
x 4 yd	7.03dz	..	0.77½	adhesive backed				tablets (vet.) 25 mg pack of 500			d
B.P.C.				22.5cm x 45cm thin	1.10	..	1.65	50 mg pack of 500			d
1 yd	0.96dz	..	0.12	medium	1.44	..	2.16	DIRTY PAWS (683 Kay)			
3 yd	2.03dz	..	0.25½	thick	1.78	..	2.67	entire entry			d
6 yd	3.65dz	..	0.43½	roll plain				DIRTY PAWS (1638 R & CHD)			
12 yd	7.10dz	..	0.84	90cm x 45cm thin	0.76	..	1.14	hand cleanser	1 gal	0.58	0.68
(swabs)				medium	1.10	..	1.65	DISTAQUAINE FORTIFIED (1477 Elanco)			
ply 3 in x 3 in	5	0.50dz	..	thick	1.44	..	2.16	(vet.) m.u. 4.0	10 vial	1.58	2.37
	100	0.38	..	4.5m x 90cm thin	5.26	..	7.89	pack of 1 vial			d
	100	0.59	..	medium	7.64	..	11.46	DISTAQUAINE-V (378 Dista)			
ply 4 in x 4 in	100	0.82	..	thick	10.00	..	15.00	tablets 250 mg	100		d
ply 2 in x 2 in	100	0.33	..	DANS LA NUIT (1350 Worth)				DISTAQUAINE-V (1477 Elanco)			
	100	0.50	..	eau de Cologne	57 cc	..	1.80	tablets (vet.) 125 mg			
und cotton tissue				114 cc	..	..	3.00		100	0.51	0.76
C.	1 lb	0.57	..	228 cc	..	..	5.20		500	2.40	3.60
g Tariff No.4	1 lb	0.49	..	½ l	..	..	8.80		1000	4.70	7.05
ostomy bags				1 l	..	..	16.00		250 mg	100	0.92
ed one end				eau de toilette	57 cc	..	2.30		100	0.92	1.38
2 x 5	0.408dz	..		114 cc	..	..	4.20		500	4.35	6.52
3 x 5	0.437dz	..		228 cc	..	..	6.50		1000	8.26	12.39
2 x 4	0.383dz	..		½ l	..	..	11.90				TS
3 x 4	0.408dz	..		1 l	..	..	20.80				TS
id both ends				parfum							
2 x 5	0.437dz	..		Bijou	7 cc	..	3.70				
2 x 4	0.408dz	..		Flacon Boule	14 cc	..	4.40				
3 x 5	0.462dz	..		Plat	28 cc	..	7.40				
3 x 4	0.437dz	..			56 cc	..	12.90				
orbent B.P.C.				Le Medaillon	7 cc	..	3.40				
½ oz	0.64dz	..	0.08	Traveller	3.5 cc	..	2.30				
1 oz	0.94dz	..	0.11½	soap toilet (3)		..	1.60				
2 oz	1.80dz	..	0.22	talcum	92 g	..	1.40				
4 oz	3.07dz	..	0.36	DARACLO (208 BW)							
8 oz	6.00dz	..	0.66	tablets	4	0.06	0.09				
1 lb	0.93dz	..	1.29	DARCREME (1630 R&RL)							
1 oz	0.96dz	..	0.12	hair darkening cream							
2 oz	1.78dz	..	0.21½	125 cc	2.32dz	0.58dz	0.36				
4 oz	3.24dz	..	0.34½	DARICON (969 Pfizer)							
8 oz	5.90dz	..	0.64½	tablets 5 mg	100	1.30	0.325				
1 lb	0.99	..	1.18½	DAVENOL (1352 Wyeth)							
ck dressing No.1	2.80dz	..	0.31½	linctus	150 ml	0.24	0.32				
No.2	5.72dz	..	0.66	1200 ml	1.66	..	2.21½				
rous belladonna plasters				D.D.D. (359 DDD)							
7½ in x 5 in	0.67dz	..	0.08	(distributors 366 Dendron)							
11 in x 7 in	1.35dz	..	0.16½	ordinary							
				medium	2.39dz	0.57dz	0.30				
				large	3.35dz	0.80dz	0.42				
				extra strong	2.39dz	0.57dz	0.30				
				large	3.35dz	0.80dz	0.42				
				balm	2.39dz	0.57dz	0.30				
				tube economy							
				ordinary	16 oz		d				
				extra strong	16 oz		d				
				balm	16 oz		d				



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DR D'S (1465 DDP)												
Cue	14 ml	2.10	0.525dz	0.30								
day vitamin cream	28 ml	4.20dz	1.05dz	0.63								
	56 ml	7.00dz	1.75dz	1.08								
Footease	28 ml	2.32dz	0.58dz	0.35								
night vitamin cream	28 ml	4.20dz	1.05dz	0.63								
	56 ml	7.00dz	1.75dz	1.08								
	113 ml	11.50dz	2.875dz	1.75								
nocturne cleansing cream	56 ml	2.08dz	0.52dz	0.31								
	113 ml	3.60dz	0.90dz	0.54								
presentation hand lotion	113 ml	4.00dz	1.00dz	0.60								
Rosedew toning lotion	113 ml	3.40dz	0.85dz	0.50								
Serenade body lotion	113 ml	3.60dz	0.90dz	0.54								
Spring moisture	56 ml	4.20dz	1.05dz	0.63								
	113 ml	6.60dz	1.65dz	0.98								
Zephyr toning lotion	113 ml	4.20	1.05dz	0.70								
DREAMLAND (1501 DA)												
DREAMLAND (1501 DGL)												
DUNHILL (1377 R&A)												
after shave lotion	2 oz	0.39	0.10	1.00								
	4 oz	0.68	0.17	1.75								
	8 oz	1.30	0.225	2.75								
after sport Cologne	8 oz	1.56	0.39	3.50								
Cologne for men	2 oz	0.57	0.14	1.50								
	4 oz	0.96	0.24	2.50								
	8 oz	1.72	0.43	4.00								
deodorant aerosol	2 oz	0.39	0.10	0.80								
hair cream	4 oz	0.29	0.07	0.60								
pre-shave lotion	2 oz	0.39	0.10	1.00								
	4 oz	0.68	0.17	1.75								
shaving foam aerosol	2 oz	0.42	0.105	1.00								
shaving lather tube	2 oz	0.26	0.065	0.55								
smokers dental cream	2 oz	0.23	0.06	0.50								
soap (1)	2 oz	0.20	0.05	0.45								
talc for men	2 oz	0.29	0.07	0.60								
DUNLOP (396 DC)												
DUNLOP (396 DC)												
hot water bottles												
Cosimax		2.02	..	2.60								
Flag		0.48	..	0.72								
Symbol		0.48	..	0.72								
DUOBAN 50 (339 CG)												
stretch bandage												
	2 in	1.18dz										
	3 in	1.69dz										
	4 in	2.20dz										
	6 in	3.23dz										
DURENATE (97 Bayer)												
suspension	40 ml	0.41	..	0.61	ts4BTS							
tablets 0.5 g	8	0.26	..	0.39	ts4BTS							
	100	2.64	..	3.96	ts4BTS							
	500	11.76	..	17.64	ts4BTS							
DYLON (816 Maybom)												
Miss Dylon												
rain and stain repellent		2.80dz	..	0.35								
suede cleaner		2.80dz	..	0.35								
suede dye		2.00dz	..	0.25								
EAREX (188 BSH)												
industrial ear defenders		2.50	..	3.00								
EASIFIX (1160 Solport)												
finger stalls												
leather	small	0.60dz	..	0.07½								
	medium	0.60dz	..	0.07½								
	ex. ex. large	0.76dz	..	0.10								
EAU DE FRAICHEUR (Weil) (961 EGP)												
eau de Cologne	2 oz	0.97	0.242	1.80								
	4 oz	1.57	0.392	2.90								
	8 oz	2.38	0.595	4.40								
atomiser	2 oz	1.14	0.285	2.10								
	3½ oz	1.95	0.487	3.60								
foam bath	6½ oz	0.97	0.242	1.80								
soap	3½ oz	0.32	0.08	0.60								
ELASTOPLAST (1155 S&N)												
first aid dressings												
airstrip	7920	0.935dz	..	0.11								
	7921	1.440dz	..	0.17								
dispenser pack												
	7983	0.600dz	..	0.07								
stretch fabric	4120	0.935dz	..	0.11								
	4121	1.44dz	..	0.17								
dispenser pack												
	4183	0.60dz	..	0.07								
ELESTOL (97 Bayer)												
tablets	dp 30	0.62	..	0.93	TS							
	dp 150	2.84	..	4.26	TS							
ELEVEN (76 Atkinson)												
bath salts	400 g	..	..	1.50								
eau de Cologne	44.2 cc	..	..	1.60								
	92.5 cc	..	..	2.55								
atomiser	58 cc	..	..	2.80								
parfum de toilette	44 cc	..	..	2.10								
	88.5 cc	..	..	3.50								
extract	..	..	..	4.80								
soap (1)	..	..	..	0.55								
(3)	..	..	..	1.65								
ELNETT (525 Golden)												
Satin aerosol	75 g	2.54dz	0.64dz	0.36								
	130 g	3.76dz	0.92dz	0.52								
	245 g	5.36dz	1.34dz	0.76								
	360 g	6.98dz	1.74dz	0.99								
	500 g	9.12dz	2.28dz	1.29								
special	160 g	4.40dz	1.10dz	0.62								
ELSET (1127 Seton)												
(distributors 93 BJ)												
cotton/elastic bandage												
	7.5cm x 6m	2.04dz	..	0.25								
ELTROXIN (518 Glaxo)												
tablets 0.05mg	100	0.12		ts4B								
	1000	1.00		ts4B								
	100	0.15		ts4B								
0.1mg	1000	1.25		ts4B								
EMLAB (848 Minnesota)												
brewers yeast tablets	50	1.26dz	..	0.15								
	100	2.01dz	..	0.24								
	250	3.28dz	..	0.39								
childrens cough mixture	125 ml	1.50dz	0.375dz	0.21								
corn and wart application	5 ml	0.93	0.238	0.13								
halibut liver oil capsules	100	1.35dz	..	0.16								
iron & brewers yeast tablets	50	1.26dz	..	0.15								
	100	2.01dz	..	0.24								
	250	3.28dz	..	0.39								
rubber gloves	100	0.15	0.164	0.19								
tooth tincture	5 ml	0.93	0.238	0.13								
EMPIRIN (208 BW)												
compound pack of 500				d								
ENDOCIL (1419 Intec)												
foundation cream	30 g	3.432dz	0.852dz	0.50								
hand care	30 g	2.748dz	0.684dz	0.40								
moisturising lotion	30 g	3.432dz	0.852dz	0.50								
	60 g	6.168dz	1.548dz	0.90								
tinted	30 g	3.432dz	0.852dz	0.50								
skin cleanser	150 cc	5.148dz	1.284dz	0.75								
skin tonic	150 cc	5.148dz	1.284dz	0.75								
treatment cream	30 g	3.432dz	0.852dz	0.50								
	75 g	6.852dz	1.716dz	1.00								
	120 g	9.60dz	2.40dz	1.40								
ENTEROSAN (1627 B&D)												
tablets	16	1.40dz	0.35dz	0.20								
	48	3.75dz	0.94dz	0.55								
ENTRAMIN (971 PSMB)												
entire entry				d								
ENVACAR (969 Pfizer)												
tablets 10 mg	100	2.34										
	500	11.34										
	40 mg	100	8.78									
EPANUTIN (938 PD)												
capsules 0.1 g	100	0.26	..	0.39	ts4B							
	1000	2.30	..	3.45	ts4B							
	100	0.20	..	0.30	ts4B							
	1000	1.80	..	2.70	ts4B							
with phenobarbitone	100	0.36	..	0.54	ts1s4A							
	1000	3.25	..	4.88	ts1s4A							
EPONTOL (97 Bayer)												
ampoules 10 ml	5	0.73	..	1.10								
	25	3.31	..	4.96								
EQUIPAGE (1525 PDP)												
after shave aerospray	4 oz	..	..	2.90								
	4 oz	..	..	2.50								
gel	4 oz	..	..	1.95								
lotion	4 oz	..	..	2.95								
	8 oz	..	..	0.90								
bi-shaving cream	4 oz	..	..	2.20								
deodorant aerospray	4 oz	..	..	2.80								
	8 oz	..	..	4.60								
	16 oz	..	..	6.95								
	32 oz	..	..	10.85								
atomiser	4 oz	..	..	3.90								
shaving foam	8 oz	..	..	1.70								
soap toilet (1)	5 oz	..	..	0.95								
(3)	..	..	..	2.85								
talcum	3 oz	..	..	1.05								
duo-shave creme	4 oz	..	..	d								
EQUIPOSE (969 Pfizer)												
capsules 25 mg	50	0.98		ts4B								
	100 mg	50	1.48	ts4B								
EQUIVERT (969 Pfizer)												
tablets	100	1.57										
EQUIZOLE (837 MSD)												
pellets (vet.)	4 oz	4.35	..	0.36								
	(1½ dz)											
ERASMIC (412 Elida-Gibbs)												
shaving cream		1.48dz	0.37dz	0.19½								
superfoam standard												
ERYTHROCIN (2 Abbott)												
(distributors 938 PD)												
(vet.)												
premix	4 lb	11.31	..	16.96½TS								
proportioner												
	23.12 g	3.00	..	4.50	TS							
water soluble improved												
	70 g	1.41	..	2.11½TS								
ERYTHROCIN I.V. (2 Abbott)												
(distributors 938 PD)												
50 mg/ml	vial 2 g	1.06	..	1.59	TS							
ERYTROTIL (2 Abbott)												
(distributors 938 PD)												
(vet.)												
I.M.	50 ml	3.25	..	4.87½								
intramammary												
12 syringes		1.35	..	2.02½								
dry cow	12 syringes	1.85	..	2.77½								
ESTOLAN (109 BCL)												
Ethyl Chloride (115 Bengue)												
general	50 ml	0.40	..	0.53								
	refill	0.26	..	0.35								
	100 ml	0.60	..	0.80								
	refill	0.45	..	0.60								
local	30 ml	0.37	..	0.49½								
	refill	0.23	..	0.31								
	50 ml	0.37	..	0.49½								
	refill	0.26	..	0.35								
	100 ml	0.60	..	0.80								
	refill	0.45	..	0.60								
EUCERIN (1154 SNP)												
anhydrous	dp 2kg	1.43										
	dp 4kg											
EUGENE (431 Eugene)												
Ten day colour set	20 cc	0.65dz	0.162dz	0.11								
EUPHORAMIN (1091 Rybar)												
entire entry												
EUPNINE VERNADE (1336 WJ&C)												
EUPNINE VERNADE (1336 WL)												
	100 ml	0.52	0.13	0.91								
EVANSOL (436 Evans)												
lysol	100 ml	1.08dz										
EXCEDRIN (172 BMCL)												
tablets	36	0.181	0.045	0.29								
EXECUTIVE (76 Atkinson)												
after shave	98 cc	..	..	1.15								
	158 cc	..	..	2.00								
emulsion	100 g	..	..	1.25								
bath foam	110 g	..	..	1.10								
Cologne	98 cc	..	..	1.65								
	158 cc	..	..	2.85								
travel flask	770 cc	..	..	2.20								
deodorant spray	84 g	..	..	1.10								
eau de toilette	67 cc	..	..	2.00								
	158 cc	..	..	3.50								
shaving cream	85 g	..	..	0.65								
foam	155 g	..	..	0.85								
EXPIRAL (2 Abbott)												
(distributors 938 PD)												
(vet.) 200 mg/ml												
	100 ml	0.53	..	0.79½								
EXPLOIT (76 Atkinson)												
bath foam	105 g	..	..	1.00								
	230 g	..	..	1.80								
eau de Cologne	45 cc	..	..	1.30								
	81 cc	..	..	2.25								
	108 cc	..	..	2.75								
soap (1)		..	..	0.50								
(3)		..	..	1.50								
FABAHISTIN (97 Bayer)												
suspension	100 ml	0.31	..	0.46								
tablets 0.05 g	20	0.21	..	0.32								
	250	2.54	..	3.81								
FALCON (103 Beecham)												
anti-perspirant spray												
deodorant		3.83dz	0.96dz	0.50								
liquid hairdressing		3.065dz	0.77dz	0.40								
hair spray		3.065dz	0.77dz	0.40								
FEEL FREE (514 Gillette)												
antiperspirant	130 g	2.99dz	0.71dz	0.41								
	190 g	3.72dz	0.89dz	0.51								
FELSOL (181 Felsol)												
(distributors 115 Bengue)												
powders	12	0.14	0.035	0.22½								
	60	0.56	0.14	0.89								
	dp 90	0.84										
FEMME (1612 Rochas)												
FEMME (1633 Rochas)												
FENNINGS (1534 Fennings)												
cooling powders adult												
	12	0.95dz	0.24dz	0.13								
	36	2.10dz	0.52dz	0.30								
children's	20	1.45dz	0.36dz	0.20								
little healers	12	0.45dz	0.11dz	0.06½								
	36	1.05dz	0.26dz	0.15								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BAR (1091 Rybar)				FORTIOR (878 Napp)				neon lights			
re entry			d	capsules	25	0.21	0.28	eye lighter	2.94dz	0.735dz	0.45
OS (893 Nicholas) existing entry			d	150	1.05	1.40	1.40	lipstick	2.30dz	0.575dz	0.35
OS OF BOND STREET (894 Nicholas)				tablets			d	nail polish	1.97dz	0.493dz	0.30
um				FRADOR (451 F & J)				Night Life	1GN8	4.90dz	1.225dz
lowers, pink, moss			0.24½			1.39dz	0.31dz	0.20	pure moisture	1GN7	4.90dz
ve sticks			0.09						sensitive cleanser		
Y JACK (488 Fylde)				FRESIA (1355 Yardley)				freshner	1GN4	4.58dz	1.145dz
ment	1.50dz	0.37dz	0.22	bath salt tablets	1826	0.228	0.057	0.40	1GN5	4.58dz	1.145dz
R (1355 Yardley)				creme perfume	1873	0.434	0.109	0.76	1GA7	2.30dz	0.575dz
ting powder	4809	0.845	0.211	crystallized Cologne	1870	0.371	0.093	0.65	Sheer Finish	1GC8	1.97dz
ogne	4884	0.554	0.139		1891	0.714	0.179	1.25	skin bronzer	1GB2	3.27dz
pray mist	4845	0.794	0.199	perfume	1891	0.714	0.179	1.25	translucent powder	1GD2	3.27dz
crystallized	4870	0.371	0.093	perfumed Cologne	1884	0.434	0.109	0.76	wash off	1GN3	2.94dz
fume ¼ oz	4891	0.771	0.193	spray mist	1845	0.737	0.184	1.29	bath foam		
p	4862	0.138	0.035	talcum	1807	0.209	0.052	0.37	ALLOWAYS (430 Eucryl)		
um	4807	0.280	0.070	1807L	0.280	0.07	0.49	bronchial expectorant			
TWING (1181 SS)				toilet soap	1862	0.138	0.035	0.22	cough linctus junior	1.725dz	0.43dz
p				FRESH & DRY (172 BMCL)				tissue BPC	0.99dz	0.25dz	
unwrapped	gross	3.25		alpine, blue and herbal					JAMGEE (1073 Robinson)		
arge	gross	5.65		aerosol	120 g	0.249	0.062	0.40	4 oz	2.028dz	
RS DE ROCAILLE (1071 Robins)					165 g	0.318	0.08	0.51	8 oz	0.303	
h oil				roll on	28 cc	0.19	0.048	0.31	16 oz	0.575	
de Cologne	2 oz	1.12	0.28		42 cc	0.236	0.059	0.39	4 oz	1.764dz	
	4 oz	1.76	0.44	refill	28 cc	0.179	0.045	0.28	8 oz	0.26	
	8 oz	2.92	0.73	FRESH'N QUICK (903 NPU)					16 oz	0.488	
pray	2½ oz	1.92	0.48	cleansing pads		1.08	0.27	0.07½	GENTILHOMME (Weil) (961 EGP)		
de toilette	2 oz	1.48	0.37			(2 dz)	(2 dz)		after shave	2 oz	0.81
	4 oz	2.52	0.63	FUCIDIN (747 Leo)					4 oz	1.19	0.225
	8 oz	3.84	0.96	ointment	10 g	0.35	0.52½TS		Cologne	2 oz	0.97
um de toilette spray	75 cc	2.32	0.58		25 g	0.75	1.12½TS		4 oz	1.57	0.392
fume	¼ oz	2.20	0.55	FUCIDIN H (747 Leo)					deodorant stick	1½ oz	0.43
	½ oz	3.56	0.89	ointment	10 g	0.38	0.57 TS		soap	3¾ oz	0.32
	1 oz	5.24	1.31		25 g	0.80	1.20 TS		GEORDIE (1463 VBL)		
	2 oz	7.96	1.99	GABAIL (1336 WL)					home brewing kits	5 gal	0.54
pray	7 cc	2.92	0.73	elixir	200 ml	0.40	0.10	0.70 †s4B	stout		0.75
refill	7 cc	1.76	0.44		500 ml	0.80	0.20	1.40 †s4B	junior food	7¼ oz	0.785dz
fa talc		0.72	0.18	GALA OF LONDON (876 MP)					GERIVIN (1091 Rybar)		
p		0.60	0.15	Affair					entire entry		d
OPLAST (1073 Robinson)				after bath lotion	1GK5	4.26dz	1.065dz	0.65	GIBBS (412 Elida-Gibbs)		
ctors set	04290	1.20		body and bath foam	1GJ7	4.90dz	1.225dz	0.75	fluoride toothpaste		
refill	04291	1.005		Cologne spray	1GR3	6.46dz	1.615dz	0.95	standard	1.175dz	0.295dz
tic bandage adhesive				cream perfume	1GK9	5.57dz	1.3925dz	0.85	large	1.74dz	0.435dz
full spread				milk bath	1GK7	6.46dz	1.615dz	0.95	economy	2.355dz	0.59dz
in x 3 yd	04406	2.92dz		perfume oil	1DJ8	2.30dz	0.575dz	0.35	toothbrush	longhead	1.005dz
½ in x 3 yd	04407	3.63dz		perfume atomiser	1GK8	4.58dz	1.145dz	0.70	shorthead	1.005dz	0.12
in x 3 yd	04408	4.145dz		talcum	1GK6	3.93dz	0.9825dz	0.60	GILLETTE (514 Gillette)		
in x 3 yd	04409	5.58dz		azure cleanser	1GE9	3.93dz	0.9825dz	0.60	existing entry for Techmatic cartridge		d
x 3 yd & 6 in x 3 yd			d	moisture	1GF2	4.26dz	1.065dz	0.65	Techmatic		
half spread			d	toner	1GF1	3.93dz	0.9825dz	0.60	cartridge refill	4.08	1.00
ventilated				Bare Blush	1GP6	3.27dz	0.8175dz	0.50	(20)	(20)	0.35 i
in x 3 yd	04416	2.92dz		Barely Frosted	1GJ2	2.94dz	0.735dz	0.45	G II		
½ in x 3 yd	04417	3.63dz		Barely There	1GB8	2.94dz	0.735dz	0.45	cartridge refill	3.85	0.94
in x 3 yd	04418	4.145dz		cake liner	1GC3	2.62dz	0.655dz	0.40	(20)	(20)	0.33
in x 3 yd	04419	5.58dz		complexion brush	1GE3	4.90dz	1.225dz	0.75	GLUCODIN (518 Glaxo)		
x 3 yd and 6 in x 3 yd			d	eyebrow pencil	1GE8	1.30dz	0.325dz	0.20	1 lb	1.53dz	0.17
tic plaster adhesive				eye catchers	1GL8	4.26dz	1.065dz	0.65	GOLDEN BABE (761 Lilia-White)		
in x 1 yd	04550	0.905dz		eye glimmers	1G99	2.62dz	0.655dz	0.40	cotton wool balls	..	0.17
in x 1 yd	04551	1.45dz		eyelashes					pleated wool	..	0.08½
in x 3 yd	04552	1.27dz		fine lash	1GP8	5.24dz	1.31dz	0.80	GONDAPON (1479 SCL)		
in x 3 yd	04553	1.815dz		natural lash	1GP9	5.24dz	1.31dz	0.80	tablets	20	0.30
aid strip dressings				half measures	IGH7	4.90dz	1.225dz	0.75	100	1.34	0.45 †s4B
½ in x 1 yd	04310	1.23dz		full measures	IGH6	5.57dz	1.3925dz	0.85	GRANOGEN (535 Granose)		
½ in x 1 yd	04311	1.665dz		lower lash	1GJ5	4.26dz	1.065dz	0.65	1 lb	6.40dz	0.65
in x 1 yd	04312	1.915dz		eye instant liner	1GM9	4.26dz	1.065dz	0.65	GRANOLAC (535 Granose)		
aid dressing				refill	1GN2	2.62dz	0.655dz	0.40	1 lb	6.40dz	0.65
utfit "A"	04304	0.67		eye liner brush	1G39	1.72dz	0.43dz	0.25	GRANOSE (535 Granose)		
"B"	04308	0.655		eye liquid tints	1GL6	2.62dz	0.655dz	0.40	blackcurrant juice	12 oz	2.49dz
ocket tins	04253	0.605dz		eye make up remover	1GL3	1.97dz	0.4925dz	0.30	18 oz	3.36dz	0.35
04254	1.21dz			eye shadow applicator	1GL3	1.97dz	0.4925dz	0.30	decaffeinated coffee		
and dressings flexible BPC				eye shadow brush	1GM8	1.72dz	0.43dz	0.25	2 oz	2.62dz	0.28
½ in x 2 in	04260	0.60dz		flowing velvet	1G41	1.72dz	0.43dz	0.25	4 oz	4.90dz	0.51
in x 3 in	04261	0.755dz		golden cleanser	1GC6	2.62dz	0.655dz	0.40	1½ lb	2.22	2.78
ible dressing strips				moisture	1GF6	3.93dz	0.9825dz	0.60	8 oz	1.63dz	0.17
4 x ½ in x 144	04275	0.57		toner	1GJ5	4.26dz	1.065dz	0.65	grape juice	24½ oz	3.46dz
4 x 2½ in x 144				lip pen	1GQ3	2.30dz	0.575dz	0.35	meatless steak	7½ oz	1.61dz
	04276	0.63		lipsticks	1G93	3.27dz	0.8175dz	0.50	15 oz	2.54dz	0.26½
4 x 3 in x 144	04277	0.675		soft centre	1GM6	2.30dz	0.575dz	0.35	peanut butter	6 oz	1.24dz
IS (468 F)				super smooth	1G98	2.62dz	0.655dz	0.40	12 oz	1.87dz	0.19½
pourri				liquid line	1GC7	3.27dz	0.8175dz	0.50	6 lb	1.12	1.39
achet (lace edged)	0.35	0.088	0.65	lashmaker	1GB3	4.58dz	1.145dz	0.70	6 oz	1.24dz	0.13
S (1242 Toni)				refill	1GB4	2.94dz	0.735dz	0.45	12 oz	1.87dz	0.19½
highlight	1.46dz	0.35dz	0.20	mascara liqui lash	1GL5	3.60dz	0.90dz	0.55	6 lb	1.12	1.39
OVIN (1091 Rybar)				refill	1GL7	2.62dz	0.655dz	0.40	safflower oil	20 oz	3.34dz
re entry			d	matte shadow	1GD4	2.30dz	0.575dz	0.35	1 gal	1.95	2.44
X (1091 Rybar)				nail polish	1GA1	1.97dz	0.4925dz	0.30	2 lb	2.10dz	0.22
ets	100	0.64	0.96	remover	1GB7	1.72dz	0.43dz	0.25	starch reduced rolls		
acks of 50 and 500			d	natural cleanser	1GF3	3.93dz	0.9825dz	0.60	wheatmeal	24	2.06dz
X-350 (1091 Rybar)				moisture	1GF5	4.26dz	1.065dz	0.65	white	12	1.17dz
ets	100	0.60	0.90	toner	1GF4	3.93dz	0.9825dz	0.60	24	1.87dz	0.19½
acks of 50 and 500			d						HAELAN-C (1477 Elanco)		
X-350-C (1091 Rybar)									ointment (vet.)	30 g	0.45
re entry			d						HAIR'S DR. (560 Halewood)		
UAL (1091 Rybar)									asthma remedy	4 oz	0.15
re entry			d						8 oz	0.28	0.07
RON (746 Lederle)									HALO (280 CP)		
ets	100	0.45	0.90						hairspray	standard	2.26dz
AREL (472 Fontarel)									large	3.20dz	0.57dz
arin									set with conditioner	0.95dz	0.24dz
au de toilette	45 cc	..	0.76						sachet	1.15	0.29
	120 cc	..	1.35						(3dz)	(3dz)	0.05
	240 cc	..	2.49						standard	1.62dz	0.40dz
atin lotion	193 cc	..	2.49						large	2.46dz	0.62dz
um powder	80 g	..	0.50						HARMONY (412 Elida-Gibbs)		
FEVAL-PROTEIN (1367 Unigreg)									hairspray	standard	1.85dz
300 g	0.90	..	1.20						large	2.495dz	0.625dz
									economy	3.825dz	0.955dz
									HARVESTER (211 Butler)		
									entire entry		d



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>HELENA RUBINSTEIN (596 HR)</b>				<b>INNOXA (654 Innoxia)</b>				<b>JOHNSONS (672 Johnson)</b>			
minute eyeshadow winks .. .. .			0.50	deodorant antiperspirant 41				bandages W.O.W. BPC			
<b>HELIOS (1025 RC&amp;C)</b>				aerosol .. .. .			0.57	2.5cm x 5m	0.032	..	0.04
entire entry .. .. .			d	facial mask 41 .. .. .			0.05	5cm x 5m	0.052	..	0.07
<b>HEMINEVRIN (68 Astra)</b>								7.5cm x 5m	0.073	..	0.10
capsules 100 .. .. .	2.75		†s4B	<b>INOTYOL (346 Dales)</b>				10.5cm x 5m	0.093	..	0.12
injection/infusion .. .. .			†s4B	(distributors 1556 Farillon)			i	bandages crepe BPC			
solution vial 100 ml .. .. .	0.58		†s4B					5cm x 4.5m	0.140	..	0.18
bottle .. .. .				<b>INTERVAL (1465 DDP)</b>				7.5cm x 4.5m	0.201	..	0.27
500 ml .. .. .	2.15		†s4B	handcream 28 ml .. .. .	2.32dz	0.59dz	0.35	10cm x 4.5m	0.269	..	0.36
100 ml .. .. .	0.65		†s4B	56 ml .. .. .	4.00dz	1.00dz	0.60	15cm x 4.5m	0.391	..	0.52
500 ml .. .. .	2.60		†s4B	113 ml .. .. .	6.60dz	1.65dz	0.98	cellulose wadding BPC			
100 .. .. .	2.75		†s4B	1oz, 2oz and 4oz packs			d	500 g	0.223	..	0.30
<b>HEWLETT (68 Astra)</b>				<b>INTRALIPID (930 P&amp;B)</b>				25 g	0.047	..	0.06
antiseptic cream 35 g .. .. .	1.25dz	0.31dz		20% .. .. .	100 ml	2.50		100 g	0.130	..	0.17
400 g .. .. .	0.65			500 ml .. .. .	5.74			500 g	0.538	..	0.72
3 k .. .. .	3.50			<b>INTRAMYCETIN (938 PD)</b>				cotton wool hospital			
<b>HEXOPAL (1599 Winthrop)</b>				(vet.) vial .. .. .	10 ml	0.35	0.53 TS	100 g	0.105	..	0.14
tablets 200 mg .. .. .	0.41	..	0.61½	30 ml .. .. .	0.97	..	1.46 TS	500 g	0.415	..	0.55
500 mg .. .. .	2.20	..	3.30	75 ml .. .. .	1.94	..	2.91 TS	dental floss	0.114	0.029	0.18½
<b>HILL'S (605 Hill's)</b>				<b>IODHEMA NATIVELLE (1336 WJ&amp;C)</b>			d	dressing pack sterilised	0.104	..	0.14
balsam pastilles .. .. .	0.102	0.025	0.16½	<b>IODHEMA NATIVELLE (1336 WL)</b>			i	gauze rolls BPC	1 m	0.086	0.11
bronchial balsam .. .. .								3 m	0.187	..	0.25
100 ml .. .. .	0.138	0.035	0.23 †DDI	<b>IROFOL C (2 Abbott)</b>			d	5 m	0.285	..	0.38
200 ml .. .. .	0.224	0.056	0.37 †DDI	pack of 600 .. .. .				10 m	0.555	..	0.74
100 ml .. .. .	0.108	0.027	0.18	<b>ISOLEVIN (1352 Wyeth)</b>			d	gauze & cotton tissue			
<b>HOLD &amp; SHINE (1038 R&amp;C)</b>				spray solution 10 ml .. .. .				BPC	500 gm	0.637	0.85
hair spray 6 oz .. .. .	1.84dz	0.46dz	0.23	<b>JEAN PATOU (386 Douek)</b>				Drug Tariff	500 gm	0.535	0.71
12 oz .. .. .	2.99dz	0.75dz	0.39	bronze de chaldée .. .. .	1.10	0.275	1.95	incontinence pads	12	0.403	0.54
<b>HUMATIN (938 PD)</b>				huile de chaldée .. .. .	0.85	0.212	1.50	lint rolls			
syrup 500 ml .. .. .			d	<b>JECTORAL (68 Astra)</b>				BPC	25 gm	0.071	0.09
<b>HYPERTANE (830 Medo)</b>				tablets 100 .. .. .	0.60			100 gm	0.227	..	0.30
tablets .. .. .				<b>JECTORAL F (68 Astra)</b>				500 gm	1.021	..	1.36
forte 25 .. .. .	0.28	..	0.42 †s4B	tablets 30 .. .. .	0.33			25 gm	0.075	..	0.10
100 .. .. .	0.90	..	1.35	<b>JE REVIENS (1350 Worth)</b>				100 gm	0.240	..	0.32
250 .. .. .	2.00	..	3.00	bath oil 14 cc .. .. .			2.50	multiple pack dressing	No. 1	0.242	0.32
<b>HYPON (1610 WCSD)</b>				dusting powder 225 g .. .. .			3.30	No. 2	0.527	..	0.70
tablets 10 .. .. .	0.68	0.17	0.12 †DDI	tortoiseshell 225 g .. .. .			5.60	N. A. dressings			
50 .. .. .	2.64dz	0.66dz	0.38½ †DDI	refill 225 g .. .. .			2.70	9.5cm x 9.5cm	0.031	..	0.04
125 .. .. .	0.46	0.115	0.81 †DDI	eau de Cologne 57 cc .. .. .			1.80	sterilized lint dressings			
300 .. .. .	1.08	..	†DDI	114 cc .. .. .			3.00	small	0.036	..	0.06
600 .. .. .	2.03	..	†DDI	228 cc .. .. .			5.20	medium	0.053	..	0.07
<b>I.C.I. (649 ICI)</b>				½ l .. .. .			8.80	large	0.082	..	0.12
Nilverm 1 l .. .. .	3.94			1 l .. .. .			16.00	triangular bandage	0.119	..	0.16
2½ l .. .. .	8.98			Boule Luxe 150 cc .. .. .			4.90	<b>JOIE DE VIVRE (341 Cyclax)</b>			
600 ml .. .. .			d	eau de toilette 57 cc .. .. .			2.30	Cologne			
<b>ICTHABAND (1127 Seton)</b>				114 cc .. .. .			4.20	slim spray 17 cc .. .. .	0.49	0.122	0.95
(distributors 93 BJ)				228 cc .. .. .			6.50	spray 47 cc .. .. .	0.91	0.227	1.65
zinc paste and ichthammol bandage				½ l .. .. .			11.90	ocean bath gel	0.61	0.152	1.10
2.40dz .. .. .			0.30	1 l .. .. .			20.80	soap	0.42	0.105	0.75
<b>IMPAK (1345 Woodward)</b>				Boule Luxe 150 cc .. .. .			5.90	talc	0.50	0.125	0.90
tablets 25 mg 30 .. .. .	0.30	..	0.45 †s4B	parfum de toilette .. .. .				body moisturiser	0.55	0.137	1.00
100 .. .. .	0.66	..	0.99 †s4B	atomizer (de luxe) 80 g .. .. .			8.00	<b>JOY (Patou) (386 Douek)</b>			
<b>IMOSIL 200 (1530 Fisons)</b>				refill 80 g .. .. .			4.00	existing entry .. .. .			d
vial 20 ml .. .. .	0.67			(sport) 80 g .. .. .			5.60	<b>JOY (Patou) (386 Douek)</b>			i
100 ml .. .. .	2.33			parfum .. .. .				dusting powder	4.03	1.007	7.15
50 ml .. .. .			d	atomizer (handbag) 7 cc .. .. .			6.50	eau de Joy 1 oz .. .. .	3.10	0.775	5.50
<b>IMPRUDENCE (1350 Worth)</b>				refill 7 cc .. .. .			4.30	1½ oz .. .. .	4.36	1.09	7.75
eau de Cologne 57 cc .. .. .			1.80	Bijon 7 cc .. .. .			3.70	3 oz .. .. .	7.50	1.875	13.30
114 cc .. .. .			3.00	Flacon Luxe 9.5 cc .. .. .			4.50	6 oz .. .. .	13.40	3.35	23.80
228 cc .. .. .			5.20	14 cc .. .. .			6.50	2 oz .. .. .	6.98	1.745	12.40
½ l .. .. .			8.80	62 cc .. .. .			18.40	vapomiseur 1½ oz .. .. .	5.20	1.30	9.25
1 l .. .. .			16.00	4 oz .. .. .			28.70	parfum .. .. .			
eau de toilette 57 cc .. .. .			2.30	½ l .. .. .			79.20	le compagnon ¼ oz .. .. .	4.90	1.225	3.75
114 cc .. .. .			4.20	Plat 28 cc .. .. .			10.30	flaconette de luxe ½ oz .. .. .	5.70	1.425	10.25
228 cc .. .. .			6.50	56 cc .. .. .			17.10	¼ oz .. .. .	10.40	2.60	18.50
½ l .. .. .			11.90	Le Medaillon 7 cc .. .. .			3.40	1 oz .. .. .	15.48	3.87	27.50
1 l .. .. .			20.80	traveller 3.5 cc .. .. .			2.30	1½ oz .. .. .	27.40	6.85	48.50
parfum .. .. .				soap, bath .. .. .			1.40	2½ oz .. .. .	42.25	10.562	75.00
Bijou 7 cc .. .. .			3.70	toilet (3) .. .. .			1.60	vapomiseur ¼ oz .. .. .	6.00	1.50	10.75
Flacon Luxe 14 cc .. .. .			5.50	talc glace 64 g .. .. .			1.10	soap (3) .. .. .	3.63	0.907	6.45
28 cc .. .. .			9.10	92 g .. .. .			1.50	velours de Joy skin lotion	3 oz	6.70	1.675
56 cc .. .. .			16.30	flacon 92 g .. .. .			1.40	<b>KALIAM DURULES (68 Astra)</b>			
Plat 150 cc .. .. .			30.20	<b>JEYES (671 Jeyes)</b>				tablets 100 .. .. .	0.37		
Le Medaillon 7 cc .. .. .			3.40	fluid 284 ml .. .. .	1.17dz		0.11½	500 .. .. .	1.66		
<b>INCO (1073 Robinson)</b>				570 ml .. .. .	1.79dz	..	0.19	<b>KANFOTREX (171 BLL)</b>			
pads 10 .. .. .	3.675dz			1.14 l .. .. .	3.20dz	..	0.34	ointment 5 g .. .. .	0.32	..	0.48 TS
roll 4.02 .. .. .	(3 dz)	0.27	0.08	1 gal .. .. .	0.87	..	1.11	15 g .. .. .	0.80	..	1.20 TS
tissues standard 200 .. .. .	0.575	0.66dz	0.39	5 gal .. .. .	3.60	..	4.24	<b>KANTREX (171 BLL)</b>			
large 100 .. .. .	0.575			Freshbin powder 680 g .. .. .	1.22dz	..	0.12	capsules 30 .. .. .	3.34	..	5.01 TS
<b>INECTO (1028 Rapidol)</b>				toilet flats .. .. .				100 .. .. .	10.34	..	15.51 TS
peach nut oil conditioner				soft single .. .. .	2.57	..	0.07	injection .. .. .			
sachet 1.10 .. .. .	(2 dz)	0.27	0.08	double .. .. .	2.38	..	0.12½	paediatric 75mg/2ml	0.78	..	1.17 TS
shampoo 200 cc .. .. .	2.64dz	0.66dz	0.39	babysoft single .. .. .	2.23	..	0.06½	KANTREXIL (171 BLL)			
<b>INFACARE (1055 RM)</b>				double .. .. .	2.14	..	0.11½	suspension 150 ml .. .. .	1.80	..	2.70 TS
125 cc .. .. .	1.895dz	0.475dz	0.25	superstrong single .. .. .	3.30	..	0.08½	500 ml .. .. .	5.40	..	8.10 TS
250 cc .. .. .	3.41dz	0.855dz	0.45	double .. .. .	3.04	..	0.15½	tablets packs of 12 and 120			d
500 cc .. .. .	6.06dz	1.52dz	0.80	toilet rolls .. .. .				<b>KATRINA (506 Gerhardt)</b>			
<b>INFINI (1071 Robins)</b>				babysoft twin .. .. .	2.20	..	0.13	perfume Colognes	0.50	0.125	0.95
eau de Cologne 4 oz .. .. .	2.48	0.62	4.50	<b>JIF (1449 R&amp;CFD)</b>				<b>KERGAL (La Fermiere) (1222 Taunton)</b>			
parfum de toilette 2 oz .. .. .	1.64	0.41	3.00	lemons .. .. .	0.755dz	..	0.08	pure apple juice	2.035dz	0.365dz	0.27
4 oz .. .. .	2.76	0.69	5.00					Cologne	0.497	0.124	0.87
8 oz .. .. .	4.12	1.03	7.50					foam bath	0.436	0.109	0.77
spray 2½ oz .. .. .	2.48	0.62	4.50					mini-spray	0.391	0.098	0.69
perfume ¼ oz .. .. .	2.36	0.59	4.30					perfume	0.714	0.179	1.25
½ oz .. .. .	3.92	0.98	7.10					soap	0.138	0.035	0.22
1 oz .. .. .	5.96	1.49	10.80					talc	0.209	0.052	0.37
2 oz .. .. .	9.92	2.48	18.00					<b>KINDIN DURULES (68 Astra)</b>			
spray ¼ oz .. .. .	3.04	0.76	5.50					tablets 100 .. .. .	4.86		
refill ¼ oz .. .. .	1.92	0.48	3.50					250 .. .. .	11.09		
spray 1 oz .. .. .	6.16	1.54	11.20								
refill 1 oz .. .. .	4.12	1.03	7.50								
soap .. .. .	0.68	..	1.20								
<b>INGRAM (172 BMCL)</b>											
shaving cream brushless	0.121	0.03	0.19								
lather .. .. .	0.121	0.03	0.19								
economy .. .. .	0.156	0.039	0.25								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
(1073 Robinson)				Photo-flo 200 solution				surgical hosiery				
ted wool mini	2.975			100 ml	0.23	..	0.34½	elastic net (Lastonet)				
	4.32			500 ml	0.42	..	0.63	thigh stockings				
	(3 dz)			retouching medium				women pr	2.00	..	3.00	
	3.60			50 ml	0.26	..	0.39	men pr	2.16	..	3.24	
	(1½ dz)			soft gradation				below knee stockings				
NEX (702 KC)				developer powder				pr	1.56	..	2.34	
fs				2.5 l	0.365	..	0.55	knee caps pr	1.00	..	1.50	
undkerchiefs 3 ply				80 oz pack				anklets pr	1.22	..	1.33	
single	1.49	..	0.03	Unifix powder	250 g	0.23	0.34½	elastic net (Lastosheer)				
	(6 dz)			500 g	0.285	..	0.43	thigh stockings for women				
triple	2.92	..	0.09	universal developer	250 ml	0.22	0.33	pr	2.00	..	3.00	
	(1 gross)			wetting agent	100 ml	0.21	0.31½	below knee stockings				
S (810 Maw)				papers				pr	1.56	..	2.34	
otion	3.68dz	..	0.46	Bromide (SW) Bromesko (SW)				one way stretch (Lastothread)				
(672 Johnson)				3½ x 3½	100	0.43	0.11	seamless fine thread				
orming bandage				3½ x 4½	100	0.525	0.13	thigh stockings				
m x 3.5m	0.061	..	0.08	3½ x 5	100	0.59	0.15	pr	3.10	..	4.65	
m x 3.5m	0.079	..	0.11	3½ x 5½	100	0.63	0.16	above knee stockings				
m x 3.5m	0.094	..	0.13	4½ x 6½	25	0.305	0.075	pr	2.30	..	3.45	
m x 3.5m	0.130	..	0.17½		100	0.96	0.24	below knee stockings				
EF (311 C)					10	0.23	0.06	pr	1.46	..	2.19	
ts	250	1.38	..	6½ x 8½	100	1.65	0.415	anklets pr	0.90	..	1.35	
EF-S (311C)				8 x 10	10	0.325	0.08	kneecaps pr	0.90	..	1.35	
ules	20 sachets	0.65			100	2.35	0.59	leggings pr	0.90	..	1.35	
ITS (756 Lever)					250	5.87	1.47	seamless stout thread				
le soap	small	3.403	0.798	10 x 12	10	0.46	0.115	thigh stockings				
	large	3.323	0.779		100	3.50	0.875	pr	2.88	..	4.32	
	family	2.268	0.532	12 x 15	10	0.69	0.175	above knee stockings				
		(2 dz)	(2 dz)		100	5.20	1.30	pr	2.30	..	3.45	
K (711 Kodak)				16 x 20	10	1.19	0.30	below knee stockings				
umatic camera outfit				20 x 24	10	1.81	0.455	pr	1.46	..	2.19	
56X	4.075	1.019	7.09	Bromide (DW) Bromesko (DW)				clats pr	0.90	..	1.35	
55X				4½ x 6½	100	1.12	0.28	knee caps	0.90	..	1.35	
case	..	..	0.80	6½ x 8½	100	1.95	0.49	leggings	0.90	..	1.35	
				8 x 10	10	0.38	0.095	elastic socks for men (Lastofine)				
					100	2.79	0.70	pr	1.00	..	1.50	
				10 x 12	10	0.54	0.135	tights				
				12 x 15	10	0.80	0.20	elastic net (Lastonet)	3.20	..	4.80	
				16 x 20	10	1.37	0.345	maternity	4.40	..	6.60	
				20 x 24	10	2.06	0.515	elastic yarn (Lastolita)	2.32	..	3.48	
								(Lastofine)				
				KOLA ASTIER (1336 WJ)					2.80	..	4.20	
				dragees	0.40	0.10	0.70	maternity (Lastolita)				
				granules	0.40	0.10	0.70	2.92	..	4.38		
				KOLANTICON (838 Merrell)				with adjustable waistband				
				gel	150 ml	0.20	0.05	3.30	..	4.95		
					500 ml	0.56	..	1.86	..	2.79		
				wafers	100	0.98	..					
				KOLANTYL 838 Merrell)				Spanflex support				
				gel	250 ml	0.28	0.07	LEDERKYN (746 Lederle)				
					1000 ml	0.98	..	tablets	24	0.69	†s4BTS	
				tablets	48	0.28	0.07	100	2.56	..	†s4BTS	
				KOLANTYL N.V. (838 Merrell)				LEDERMYCIN (746 Lederle)				
				tablets	24	0.14	0.035	drops	10 ml	0.45	..	TS
					dp 120	0.66	..	LEDERPLEX (746 Lederle)				
				KOSILI (366 Dendron)				liquid	100 ml	0.52		
				baby bath				LE DIX (Balenciaga) (386 Douek)				
				KWIC-BRU (535 Granose)				eau de toilette	1½ oz	1.14	0.285	2.05
				3 oz	1.91dz	..	0.20	4 oz	1.84	0.46	3.30	
				6 oz	3.17dz	..	0.33	7 oz	2.98	0.745	5.35	
				3 lb	1.85	..	2.31	15 oz	4.40	1.10	7.90	
				2½ lb				4 oz	2.34	0.585	4.20	
				LACAMEX (1091 Rybar)				32 oz	..	..	..	d
				entire entry				½ oz	1.00	0.25	1.85	
				LACTEOL (1336 WL)				¾ oz	1.27	0.317	2.35	
				tablets	45	0.40	0.10	1 oz	1.84	0.46	3.40	
					90	0.72	0.18	¾ oz	3.04	0.76	5.60	
				LAEVAL-C (218 Calmic)				1 oz	4.83	1.207	8.95	
				liquid	dp 250 ml			2 oz	7.60	1.90	14.00	
				LA INDIA (975 PDS)				4 oz	12.10	3.025	22.40	
				LA INDIA (975 PWL)				atomiseur	refill	2.52	0.63	4.65
				deodorant stick						1.72	0.43	3.20
				LANALEM (903 NPU)				LEMPAK (261 Christy)				
				shampoos				cleansing lotion				
				lemon cream,				skin fresher	1.64dz	0.41dz	0.24	
				olive oil	jar	1.60dz	0.40dz	0.23	1.64dz	0.41dz	0.24	
				LANDS (1418 Strenol)				LEM-SIP (1037 Reckitt)				
				rosebud liniment				cold relief	(5)	1.76dz	0.412dz	0.23
				LANOXIN (208 BW)				(10)	3.22dz	0.743dz	0.42	
				tablets 0.25 mg				LENIUM (1599 Winthrop)				
				pack of 100				economy size	113 g	0.41	0.102	0.72
				LAROLA (106 Beetham)				LENTHERIC (1574 LM)				
				skin lotion	85 cc	2.76dz	0.69dz	0.40	Tweed			
					125 cc	3.12dz	0.78dz	0.45	foaming bath oil			
					165 cc	4.20dz	1.05dz	0.60	100 cc	..	..	1.25
				LA ROSE (1612 Rochas)				LESTREFLEX (1127 Seton)				
				LA ROSE (1633 Rochas)				existing entry				d
				LASONIL (97 Bayer)				LESTREFLEX (1127 Seton)				i
				suppositories	10	0.235	..	0.35	(distributors 93 BJ)			
				LASSIE (967 Petfoods)				elastic diachylon bandage				
				handy	3.09	0.49	0.06	fully spread or ventilated				
				large	3.78	0.60	0.11	7.5cm x 4.5m	3.48dz	..	0.43	
					(4 dz)	(4 dz)		10cm x 4.5m	4.44dz	..	0.55	
				LASTONET (733 Lastonet)				LEUCOVORIN (746 Lederle)				
				foot spray	2.64dz	0.66dz	0.38	ampoules 3 mg/ml	10	4.53	..	
				metatarsal pad	pr	0.44	..	0.66	LEVIUS (973 Pharmitalia)			
				NVF elastic net bandage (Lastonet)				tablets	500	3.50		
				3 in	0.46	..	0.69	LIDOTHESIN (970 PM)				
				4 in	0.58	..	0.87	cartridge 2% 2ml	100	2.76		
				5 in	0.96	..	1.44	LIFEBUOY (756 Lever)				
				support stockings				soap	small	3.689	0.865	0.07
				Spanflex	pr	1.30	..	1.95	(6 dz)	(6 dz)		
				suspender belts men's				large	3.531	0.828	0.10	
				single	3.60dz	0.40dz	0.48	family	2.377	0.558	0.13½	
				double	4.20dz	0.47dz	0.57		(2 dz)	(2 dz)		
								LIGA (760 Liga)				
								3 way food	0.96dz	..	0.10	
								LINCTIFED (208 BW)				
								expectorant	2 l	3.30	..	4.95
								paediatric	2 l	2.56	..	3.84
												†s7DD1
												†s7DD1



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
LION (205 Burgess)				eye pencil	2.29dz	0.57dz	0.35	cellulose tissue			
ointment 1½ oz	1.20dz	0.30dz	0.18	eyes off	3.27dz	0.818dz	0.50	147.01	0.35		
3 oz	2.10dz	0.53dz	0.31	face brush	5.08dz	1.27dz	0.75	cellulose wadding			
16 oz	0.60	0.15	0.92	face final	4.25dz	1.062dz	0.65	147.00	0.203		
36 oz	1.00	0.25	1.60	face shapers	5.24dz	1.31dz	0.80	cotton wool B.P.C.			
pills	0.90dz	0.23dz	0.13	Get Fresh	3.92dz	0.98dz	0.60	1 oz	102.01	0.63dz	
	1.70dz	0.43dz	0.25	Jelly Babies				4 oz	102.03	1.77dz	
LIORRESAL (262 CIBA)				gel cheek colour	4.25dz	1.062dz	0.65	16 oz	102.05	0.487	
existing entry			d	eye colour	4.25dz	1.062dz	0.65	hospital quality			
LIORRESAL (262 CIBA)			i	mascara	3.92dz	0.98dz	0.60	4 oz	102.09	1.415dz	
tablets 10 mg 100	5.84			refill	2.95dz	0.738dz	0.45	16 oz	102.11	0.378	
LIPCOTE (1345 Woodward)			i	skin colour	4.59dz	1.148dz	0.70	gauge B.P.C.			
small	0.16	0.04	0.28	kit bag	5.08dz	1.27dz	0.75	1 yd	137.02	0.985dz	
large	0.24	0.06	0.42	lipstick	3.59dz	0.898dz	0.55	3 yd	137.03	2.08dz	
LIPIODOL (971 PSMB)				liquid liner	3.59dz	0.898dz	0.55	6 yd	137.04	3.74dz	
ultra fluid 10 ml	0.56	..	0.84	mascara				12 yd	137.05	0.607	
viscous 20 ml	0.56	..	0.84	coloured tearproof	3.27dz	0.818dz	0.50	gauge & cotton tissue			
LIPIPHYSAN (1123 SLL)				tearproof	5.24dz	1.31dz	0.80	pink label			
existing entry			d	refill	3.92dz	0.98dz	0.60	4 oz	146.09	0.157	
LIPIPHYSAN (1123 SLL)			i	refill	2.29dz	0.57dz	0.35	16 oz	146.11	0.546	
10% 500 ml	3.45			sparklers	2.95dz	0.738dz	0.45	blue label			
15% 500 ml	3.75			remover	1.97dz	0.492dz	0.30	4 oz	146.12	0.18	
LIP-LITE (633 H&P)				nailshine	6.54dz	1.64dz	1.00	16 oz	146.14	0.61	
existing entry			d	Nature Tint	3.92dz	0.98dz	0.60	lint white B.P.C.			
LIP-LITE (633 H & P)			i	overnighter	26.19dz	6.548dz	4.00	1 oz	135.01	0.945dz	
lipstick with holder	0.76	0.19	1.38	paint box	15.70dz	3.925dz	2.40	4 oz	135.03	3.07dz	
refill	0.20	0.05	0.38	perfume lotion	5.57dz	1.392dz	0.85	16 oz	135.05	0.93	
LIPOFLAVONOID (756 Lewis)				sac	7.84dz	1.96dz	1.20	lint boric B.P.C.			
existing entry			d	Shape & Blush	5.90dz	1.475dz	0.90	4 oz	143.09	0.27	
LIPOFLAVONOID (757 Lewis)			i	skin drink	5.24dz	1.31dz	0.80	sterilised dressing pack			
capsules 100	12.80dz	3.20dz	1.87	skin saver	5.24dz	1.31dz	0.80	148.02	1.30dz		
500	59.20dz	14.80dz	8.63	Smoothers	3.92dz	0.98dz	0.60	triangular bandage 36 x 51 in			
LIPOTRAID (756 Lewis)				Soft scrub	6.22dz	1.555dz	0.95	142.06	0.117		
existing entry			d	solo shadow	3.92dz	0.98dz	0.60				
LIPOTRIAD (757 Lewis)			i	sticks	2.95dz	0.738dz	0.45				
capsules 100	10.60dz	2.65dz	1.50	Special recipes							
1000	98.80dz	24.70dz	14.40	cream rouge	3.92dz	0.98dz	0.60	MAX FACTOR (813 MF)			
liquid 200 ml	7.50dz	1.88dz	1.10	foundation cream	4.59dz	1.148dz	0.70	comb-on mascara	0.315	0.077	0.50
11	35.20dz	8.80dz	5.14	lipstick	2.95dz	0.738dz	0.45	Satin moisturiser	0.281	0.069	0.49
LIPSAVER (835 M & J)				mascara	4.25dz	1.062dz	0.65				
colourless lip moisturiser	2.88	0.72	0.19	perfume essences	5.08dz	1.27dz	0.75	MAYBELLINE (1333 WL)			
(2 dz)	(2 dz)			Starkers	3.92dz	0.98dz	0.60	eye shadow			
LIQUAFILM TEARS (35 Allergan)				talcum - Bird Bath	3.59dz	0.898dz	0.55	Blooming colours	..	..	0.49
existing entry			d	tan trap	4.25dz	1.062dz	0.65	MAZDA (903 NPU)			
LIQUAFILM TEARS (35 Allergan)			i	topspeed tan	5.24dz	1.31dz	0.80	flash bulbs IB (10)	0.35	..	0.50
(distributors 1121 Searle)				vitamin pills	2.62dz	0.655dz	0.40	AGIB (10)	0.35	..	0.50
15 cc	0.44	..	0.66	mascara liquid				flash cubes (3)	0.48	..	0.70
LIQUFRUTA (1102 Sanitas)				refill				magicube (2)	0.42	..	0.30
standard 108 cc	1.63dz	0.41dz	0.21½	mini colour				MEDICOMB (1632 Medicomb)			
330 cc	2.95dz	0.74dz	0.39	shadow shaper stick				clinical comb	0.60	0.15	1.00
1000			d	starters box				MEDJEL (366 Dendron)			
LIQVX (878 Napp)								tube	1.77dz	..	0.20
capsules 100	0.75	..	1.00	MATIC (230 Carnrick)				MEDISOAP (436 Evans)			
500	3.15	..	4.20	tablets 100	0.63	..	0.84	basic			
L'OREAL (525 Golden)								MENDOCIL (1419 Intec)			
bleach	2.04dz	0.52dz	0.29	MAWS (810 Maw)				entire entry			
LOTUS (903 NPU)				baby pants				MENE (1073 Robinson)			
nail polish remover	1.24dz	0.31dz	0.18½	Tufty all sizes	1.84dz	..	0.23	sanitary towels	size0	6.283	..
LOXENE (1038 R&C)				nylon slimline bottle brush	306.02	0.74dz	0.09	(4 dz)	size1	6.653	..
shampoo sachet	1.225	0.305	0.04	Simple				(4 dz)	size2	7.762	..
(4 dz)	(4 dz)			bottle brush	306.03	0.88dz	0.10	(4 dz)	size3	7.207	..
bottle small	1.19dz	0.30dz	0.15½	gift set	327.00	13.28dz	1.65	(3 dz)	size4	6.283	..
large	2.16dz	0.54dz	0.28	jug	306.09	3.99dz	0.55	(2 dz)		6.283	..
LUMA (801 MP)			d	mixer	306.10	0.79dz	0.10	sanitary belts, adjustable	1.213dz	0.137dz	0.10
LUMA (1636 Lennard)			i	sterilising set	327.05	7.29dz	0.33dz	de luxe	1.537dz	0.173dz	0.10
LUSTRE DENT (280 CP)				tablets 12	390.01	1.49dz	0.17½	MENTHALIN (1037 Reckitt)			
entire entry			d	24	390.00	2.48dz	0.30	impregnated tissues	1.53dz	0.353dz	0.20
LUX (756 Lever)				soothers Cherub	339.08	0.56dz	0.07	MENTHO-LYPTUS (562 Hall)			
soap				spare caps & discs	306.05	0.52dz	0.07	tablets cello bag	..	..	0.10
small	3.951	0.927	0.07½	teats Simpla assorted	301.04	1.34	0.08	jars 6 lb	..	..	0.10
(6 dz)	(6 dz)							MERBENTYL (838 Merrell)			
large	3.708	0.87	0.10½	slimline assorted				syrup	150 ml	0.38	..
(4 dz)	(4 dz)			300.03	1.75	..	0.07	500 ml	1.08	..	1.60
LYNDIOL (917 Organon)				universal assorted	301.53	1.51	0.09	250	0.26	..	0.30
tablets 22	0.2667	..	0.40	Nursery Sundries				with phenobarbitone	50	0.36	..
MACKENZIES (312 AC)				bibs plastic	397.60	0.88dz	0.11	syrup	150 ml	0.42	..
smelling salts family	0.095	0.02	0.15½	terry	397.50	1.04dz	0.13	MERTHOLATE (1477 Elanco)			
handbag size			d	feeding beaker	396.45	1.70dz	0.193dz	(vet. tincture	2.251	1.45	..
MADAME ROCHAS (1612 Rochas)			i	feeding set	396.30	3.38dz	0.44	Saleable only by authorised sellers of poisons			
MADAME ROCHAS (1633 Rochas)				396.05	3.68dz	0.415dz	0.50	METANUM (115 Bengue)			
MANDURIN (1305 WB)				keep warm plate	396.35	5.84dz	0.655 dz	ointment	500 g	1.50	..
entire entry			d	Proprietaries				powder	100 g	0.25	..
MARGO OF MAYFAIR (545 Grossmith)				lanoline cream	488.01	2.28dz	0.57dz	METATONE (938 PD)			
talcum giant ovals 400 g	1.51dz	0.38dz	0.22	Surgical Dressings				tonic	2½ l	1.20	..
MARY QUANT (876 MP)				bandages B.P.C.				METHOTREXATE (746 Lederle)			
applicator kit	2.62dz	0.655dz	0.40	white open wove				tablets 2.5 mg	100	3.98	..
bath beads	5.57dz	1.392dz	0.85	1 in x 4 yd	110.18	0.28dz		METHOTREXATE PARENTERAL (746 Lederle)			
bath oil	4.59dz	1.148dz	0.70	2 in x 4 yd	110.02	0.46dz		ampoules	5 mg	0.79	..
Blush baby compact	4.25dz	1.062dz	0.65	3 in x 4 yd	110.04	0.65dz		50 mg	2.28	..	
body shampoo sachets	0.65dz	0.162dz	0.10	4 in x 4 yd	110.19	0.825dz		MIA (839 Mia)			
Cologne	3.59dz	0.898dz	0.55	crepe				blush tint	..	..	0.49
AM & PM				2 in	141.00	1.666dz		concealer cream	..	..	0.40
1½ oz	2.62dz	0.655dz	0.40	3 in	141.02	2.386dz		cool gel cleanser	..	..	0.50
spray	5.08dz	1.27dz	0.75	3½ in	141.03	2.51dz		skin conditioner	..	..	0.50
Come Clean	3.92dz	0.98dz	0.60					toning cleanser	..	..	0.50
eye care stick	3.92dz	0.98dz	0.60					eye tints	..	..	0.30
eye gloss	3.92dz	0.98dz	0.60					pearly	..	..	0.30
eyelashes								face shaper	..	..	0.40
Jeepers Peepers	5.24dz	1.31dz	0.80					foundation nature tint	..	..	0.50
lower ladders, plush,								lipstick	..	..	0.40
ultra-fine lowers, new natural								mascara automatic roll-on	..	..	0.40
wisps	4.25dz	1.062dz	0.65					pressed powder	..	..	0.40
eyelash adhesive	1.64dz	0.41dz	0.25					MILLOPHYLINE (346 Dales)			
eyelash colour	5.24dz	1.31dz	0.80					(distributors 1556 Farillon)			
refill	3.92dz	0.98dz	0.60					MILTON (1055 RM)			
eyelash conditioner	3.92dz	0.98dz	0.60					sterilising unit	0.65	0.02	0.80
eyeliner brush	2.29dz	0.572dz	0.35								
eyeshadow brush	2.62dz	0.655dz	0.40								
eye tints	3.92dz	0.98dz	0.60								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DEX (518 Glaxo)				NATIVELE DIGITALINE (1336 WL)				NORELL (1052 Revlon)			
up 200 ml	0.17½	..	0.24	ampoules 0.2 mg 1 cc 6	0.40	..	0.60 †s1	Cologne 2½ oz	..	..	3.95
21	1.15	..	..	solution 1/1000 10 ml	0.60	..	0.90 †s1	4 oz	..	..	6.00
RS (876 MP)				tablets 0.1 mg 40	0.22	..	0.33 †s1	8 oz	..	..	10.00
tem oils	2.04dz	0.51dz	0.30	200	0.70	..	1.05 †s1	spray 2½ oz	..	..	4.60
paint	1.57dz	0.395dz	0.23	1000	2.80	..	4.20 †s1	perfume ½ oz	..	..	8.15
shadow wand	2.17dz	0.54dz	0.32	0.25 mg 40	0.30	..	0.45 †s1	½ oz	..	..	14.20
shockers kit	2.17dz	0.54dz	0.32	200	1.20	..	1.80 †s1	1 oz	..	..	22.75
shock	1.10dz	0.275dz	0.16	NATURAL WONDER (1052 Revlon)				spray ½ oz	..	..	7.00
ter colour kit	2.79dz	0.70dz	0.41	fresh face	..	..	0.90	½ oz	..	..	11.85
LYN (917 Organon)				great glow cheek stick	..	..	1.10	NORLYN (519 Global)			
lets 22	0.2667	..	0.40 †s4B	NATUSOL (695 TK)				support tights	..	..	1.20
OL (255 Chembro)			d	entire entry			d	NOSKEETO (1091 Rybar)			
OL (1333 WL)			i	NATUSAN (1640 Benzon)			i	existing entry			d
USSI INFANS (576 PH)				baby cream 50 g	1.72dz	0.43dz	0.24	NOVUTOX (970 PM)			
nc 1-3 500 ml	0.54	..	0.81	125 g	3.56dz	0.89dz	0.50	2% solution plain			
21	1.75	..	2.63	lotion 190 g	2.98dz	0.745dz	0.42	injection vial 50 ml	0.35		
ENT SUPREME (Patou) (386 Douek)				powder 85 g	1.72dz	0.43dz	0.24	2% solution with adrenaline			
logne 1½ oz	1.06	0.265	1.90	refill 85 g	1.22dz	0.305dz	0.17	injection vial 50 ml	0.35		†s4B
de toilette 2 oz	1.48	0.37	2.65	shampoo 150 cc	2.86dz	0.715dz	0.40	cartridge 2 ml 100	2.76		†s4B
4 oz	2.40	0.60	4.25	soap 100 g	0.71dz	0.178dz	0.10	3% solution with adrenaline			
rum ½ oz	1.70	0.425	3.00	NAVANE (969 Pfizer)				cartridge 2 ml 100	2.76		†s4B
le compaignon ¼ oz	1.80	0.45	3.25	tablets 10 mg 100	3.97		†s4B	4% solution with adrenaline			
flacon ¼ oz	2.80	0.70	4.95	NELSON'S (1629 Nelson)				injection vial 50 ml	0.38		†s4B
1 oz	4.70	1.175	8.35	influenza and common cold				N. P. U. (903 NPU)			
2 oz	8.00	2.00	14.25	tablets	1.05	0.25	0.49	denture brush	1.20dz	..	0.15
OGRAM (1501 DA)			d	(5)	(5)	(5)		rubber gloves			
OGRAM (1501 DGL)			i	NEMBUTAL (2 Abbott)				standard	1.08	0.12	0.17
SIEUR NET (Patou) (386 Douek)				(distributors 938 PD)				deluxe	(1½ dz)	(1½ dz)	0.23
er shave cream tube	0.72	0.18	1.30	veterinary solution					(1½ dz)	(1½ dz)	
er shave lotion flacon	1.36	0.44	2.40	100 ml	0.51	..	0.76½†s1s4A	tooth brushes nylon			
1½ oz	0.87	0.217	1.55	NEOBACRIN (518 Glaxo)				med, hard, ex hard	0.78dz	..	0.10
3½ oz	1.36	0.34	2.40	ophthalmic ointment	3½ g	0.20	TS	dual	0.98dz	..	0.12½
logne 1½ oz	0.98	0.245	1.75	ointment 15 g	0.22		TS	junior	0.52dz	..	0.06½
3½ oz	1.70	0.425	3.00	NEO RYBAREX (1091 Rybar)				toothbrushes bristle			
5 oz	3.10	0.775	5.50	entire entry			d	med, hard, ex hard	1.33dz	..	0.17
electric shave 1½ oz	0.87	0.217	1.55	NEOVIT (1091 Rybar)				dual	1.47dz	..	0.19
3½ oz	1.36	0.34	2.40	entire entry			d	junior	0.68dz	..	0.08½
ap 0.85	0.212	1.50		NEPHRIL (969 Pfizer)				toothbrush smokers	1.05dz	..	0.13
SIEUR ROCHAS (1612 Rochas)			d	tablets 1 mg 100	1.03		†s4B	vacuum Nu-flask 8 oz	3.28dz	0.37dz	0.44½
SIEUR ROCHAS (1633 Rochas)			i	500	5.00		†s4B	NUCTA (337 Curtis)			
SIEUR WORTH (1350 Worth)				NESTOSYL (115 Bengue)				shampoo			
er shave 100 cc	..	..	2.10	anaesthetic oil aerosol	0.35	0.09	0.56 †	blue satin, dandruff			
odorant ..	..	..	2.50	dp 500 g			d	control, egg and lanolin			
de toilette 100 cc	..	..	3.20	ointment dp 500 g	1.25		†	peach bloom 100 cc	1.56dz	0.39dz	0.23
200 cc	..	..	5.20	NETHAPRIN (838 Merrell)				oil treatment 140 cc	2.40dz	0.60dz	0.35
28 oz	..	..	17.80	expectorant 150 ml	0.24	0.06	0.42 †s7a	styling lotion 110 cc	1.92dz	0.48dz	0.28
aving cream				500 ml	0.72	0.18	1.26 †s7c	existing entry of setting lotion			d
brushless ..	..	..	1.10	NETHAPRIN DOSPAN (838 Merrell)				NUIT DE NOEL (1071 Robins)			
lather ..	..	..	1.10	tablets 25	0.42	0.105	0.73½†s7	perfume 1 oz			d
ap 4½ oz	..	..	1.30	100	1.48	0.37	2.59 †s7	NU NALE (359 DDD)			
ports Cologne ..	..	..	1.30	NEURODYNE (1295 Wade)				(distributors 366 Dendron)			
ousse de Voyage after shave ..	..	..	3.80	capsules 25	0.20	0.05	0.35 †DDI	cream	1.44dz	0.34dz	0.20
NY (1574 LM)				dp 100	0.75		†DDI	liquid	1.44dz	0.34dz	0.20
rry the lamb				dp 250	1.71		†DDI	super lotion	3.25dz	0.77dz	0.45
soap (2)				dp 500			d	NURSE HARVEY'S (578 Harvey)			
talc 110 g	..	..	0.50	NEZ (1091 Rybar)				gripe mixture	1.40dz	0.35dz	0.18½
STACHE (1612 Rochas)			d	tablets 12	0.14	0.035	0.24½	NUTMEAT (535 Granose)			
STACHE (1633 Rochas)			i	drops & spray			d	10 oz	1.82dz	..	0.19
GUET DE BONHEUR (1071 Robins)				NIAMID (969 Pfizer)				16 oz	2.45dz	..	0.25½
rfume 1 oz	4.30	1.075	7.70	tablets 25 mg 100	2.18		TS	brawn 10 oz	1.92dz	..	0.20
CETS (848 Minnesota)				500	10.22		TS	NUTRAMENT (172 BMCL)			
outh ulcer tablets 20	1.28dz	0.32dz	0.18	100 mg	7.43		TS	liquid meal	0.216	..	0.27
SIVIN (1091 Rybar)				NIBIOL (346 Dales)				NUTTOLINE (535 Granose)			
ire entry			d	(distributors 1556 Farillon)			i	10 oz	1.82dz	..	0.19
1 (172 BMCL)				NIKINI (1073 Robinson)				15 oz	2.45dz	..	0.25½
logne	0.349	0.087	0.62	Poppet	1.65	0.186	0.10	packs of 16 oz and 3½ lb			d
timist 50 g	0.181	0.045	0.29	sanitary garment pink	(2 dz)	(2 dz)		NUTREGEN (1438 RHM)			
ollette 120 g	0.261	0.065	0.42	white	5.20dz	0.584dz	0.63	high fibre crispbread	0.995dz	..	0.10
refill 28 cc	0.182	0.046	0.30	pads 12	4.68	..	0.13	NUTRIZYM (1556 Farillon)			
refill 28 cc	0.168	0.042	0.27	NIVEA (1164 SSL)				tablets 100	3.53	..	5.30
refill 0.199	0.05	0.33		after sun soother 1680	2.824dz	0.683dz	0.37%	oral suspension 30 ml	0.85	..	1.27 TS
refill 0.168	0.42	0.28		1509			d	suspension 24 dose			d
ck 0.109	0.027	0.18		1612	1.043dz	0.247dz	0.14	NYSTAN-TA (1176 Squibb)			
ck for men 0.12	0.03	0.19		368	1.472dz	0.353dz	0.20%	cream 15 g	0.68	..	TS
OLACTINE (1336 WL)				1613	1.235dz	0.301dz	0.16½	30 g	1.27	..	TS
lets 50	0.20	0.05	0.35 †s7	medical pack 370 A	7.118dz	1.712dz	0.94	ointment 15 g	0.68	..	TS
OLGIN (311 C)				polystyrene jar 1615	2.742dz	0.658dz	0.37	30 g	1.27	..	TS
lets 20	0.15	0.04	0.26½†DDI	1616	4.20dz	1.01dz	0.56	NYSTATIN-DOME (1460 Dome)			
LOID (31 AP)				dry skin lotion 1705	1.447dz	0.346dz	0.19%	cream 15 g	0.50	..	TS
istributors 1377 R&A)				1706	2.559dz	0.613dz	0.34	30 g	0.90	..	TS
il manieure cream				liquid 100 cc	1.786dz	0.432dz	0.24	OBIN (969 Pfizer)			
				175 cc	2.529dz	0.614dz	0.34	tablets 500 mg	100		d
				shaving cream tube 280	1.455dz	0.356dz	0.19%	OMEGA-H3 (49 A&V)			
				281	2.141dz	0.516dz	0.28%	capsules	1.50	..	2.20
				soap toilet 1805	0.641dz	0.156dz	0.08	OPHTHALMADINE (1635 Sas)			
				triple 1807	1.489dz	0.359dz	0.19	eye ointment 3 g	7.50	(1½ dz)	
				bath 1806	0.939dz	0.226dz	0.12	ORADEXON (917 Organon)			
				double 1808	1.489dz	0.359dz	0.19	tablets 2 mg 100	5.50	..	8.25 TS
				Sunfilta cream 1650	1.882dz	0.45dz	0.25½i	anti-couproline	747	..	3.15
				1651	3.035dz	0.737dz	0.40%	anti-rides	756	..	2.40
				348 & 397			d	757	..	..	4.70
				foam 1652	4.647dz	1.128dz	0.62	astrigent	587	..	1.60
				1660	2.706dz	0.655dz	0.36	588	..	..	2.40
				394			d	bio-catalys	852	..	4.10
				milk 1670	3.265dz	0.796dz	0.44	851	..	..	5.95
				398			d	855	..	..	3.50
				sun tan oil family 1641	4.176dz	1.013dz	0.56	854	..	..	5.25
				continental				853	..	..	4.35
				1640	3.035dz	0.737dz	0.40%	body cream B21	642	..	9.50
				1630	1.365dz	0.324dz	0.19	body milk	570	..	2.25
				NO-DEL (1091 Rybar)				boreale	536	..	1.55
				28 g	0.14	0.035	0.24½	537	..	..	1.70



		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
Bronzilane	690	..	..	2.10	Silk Finish	SG02	1.22dz	0.305dz	0.18	PERFORM (366 Dendron)				
camphor lotion	597	..	..	1.75	Touch	SG01	1.22dz	0.305dz	0.18	hair set	15 ml	0.79dz	0.19dz	0.11
cleansing milk	567	..	..	1.45										
	568	..	..	2.35	OWBRIDGES (917 Organon)					PERIODIN (809 M&W)				
	569	..	..	3.90	cough syrup	57 ml	1.524dz	0.384dz	0.20	50 mg	100	0.50	0.125	0.88
cream B21	640	..	..	21.00		100 ml	2.292dz	0.576dz	0.30		500	2.10	..	3.15
cream active liquid	634	..	..	2.60	pastilles						1000	3.50	..	5.25
	635	..	..	4.20	Vaporstik				d	200 mg	100	0.60	0.15	1.05
embryo-serum	647	..	..	8.50					d		500	2.80	..	4.20
emulsion B21	644	..	..	9.50	OXYPAK (1345 Woodward)						1000	4.50	..	6.75
emulsion placentaire					tablets 250 mg	20	0.22	..	0.33 TS	PERSONALITY (1377 R & A)				
eyebrow pencil	767	..	..	3.00	PABIREX (848 Minnesota)					soap				
eye shadow	595	..	..	0.50	diarrhoea mixture	200 ml	2.00dz	0.50dz	0.28	bath		1.59dz	0.38dz	0.21
pearl	614	..	..	1.50						toilet		0.99dz	0.24dz	0.13
palette 4	619	..	..	2.50	PADDI (1073 Robinson)					turtle oil		2.30dz	0.55dz	0.32
powder	618	..	..	2.10	cotton wool balls					hand cream				
	623	..	..	2.25	white	50	0.64dz	..	0.08	hand and body lotion				
gel-matin	909	..	..	2.80		100	1.16dz	..	0.14%					
handmilk	556	..	..	1.25	nappyliners	50	2.24dz	..	0.28	PETAL DUST (801 MP)				
hydro-tonique	581	..	..	2.25		100	3.84dz	..	0.49	entire entry				
lacta cream	926	..	..	2.00	pads	10	3.906	..	0.14					
	929	..	..	3.70						PETROLAGAR (1352 Wyeth)				
dispenser	925	..	..	3.75		20	3.767	..	0.27	No. 1 and No. 2	200 ml	0.14	0.035	0.22
lauria	930	..	..	1.35							500 ml	0.28	0.07	0.44
	933	..	..	2.10	pleats	30	3.533dz	..	0.38	dp 6 x 500 ml		1.68		
lipstick	38	..	..	0.95					0.15	P. H. (576 PH)				
agate	33	..	..	1.25	roll				0.14%	snuff		0.66	0.17	0.12
liquid hydratante	732	..	..	1.95								(1 1/2 dz)	(1 1/2 dz)	
	733	..	..	3.60	PAL (967 Petfoods)									
liquid resorba	669	..	..	4.40	handy	3.87	0.61		0.07%	PHARMATON (1564 Pharmaton)				
liquid sveltine	659	..	..	4.40						PHARMATON (1545 Vestric)				
lotion B21	643	..	..	7.50	large	4.63	0.73		0.13%	PHEBUTOPAK (1345 Woodward)				
maquisol	695	..	..	1.60						tablets 100 mg	50	0.20	..	0.30
mascara block	575	..	..	1.55	economy	2.30dz	0.36dz		0.26%		100	0.35	..	0.52
refill	576	..	..	1.00	PALAPRIN (187 BS)					PHENERGAN (971 PSMB)				
mascara roll-on	621	..	..	1.65	tablets	50			d	compound	125 ml	0.20	0.05	0.35
refill	622	..	..	1.20	PALDONA (1089 RPD)						21	1.88	..	2.82
masque de detente	627	..	..	1.65	tablets	50	0.50		†s4B	PHILIPS (977 PE)				
masque bleu	911	..	..	1.80	PALMOLIVE (280 CP)					hair curler set	HP4404	6.31	1.54	9.95
masque rose	910	..	..	1.80	soap, green	toilet	3.93	0.98	0.07%	hair dryers				
masque transparent	628	..	..	2.50						Comfort special				
mirasol	694	..	..	1.35		bath	3.66	0.92	0.10%	HP4619	6.025	1.47	9.50	
naturelle liquid	734	..	..	1.60						hand	HP4109	3.14	0.765	4.95
ombrelaine	633	..	..	1.80	gold	toilet	1.96	0.49	0.07%	hood	HP4618	5.04	1.23	7.95
frosted	631	..	..	1.90						health lamps				
orange liquid	602	..	..	1.60		bath	2.74	0.69	0.10%	combined	HP3108	8.87	2.165	13.99
Oryane	648	..	..	3.50						de luxe	HP3105	11.41	2.785	17.99
pate pellicia	48	..	..	0.95	PANADOL (1599 Winthrop)					Ultrafil	KL2866	6.97	1.70	10.99
patricia	902	..	..	2.65	tablets	24	1.84dz	..	0.23	infra-red bulbs	13379/3	1.315	0.32	
	901	..	..	3.15	PANASORB (1599 Winthrop)					make-up mirror	HP5301	6.31	1.54	9.95
rosee demaquillante	771	..	..	2.20	tablets	12	1.12dz	..	0.14	shavers existing entry				
	770	..	..	3.65		24	2.00dz	..	0.25	shavers				
rouge powder	940	..	..	3.00	PANCREX V (930 P&B)					beauty set	HP2119	8.56	2.09	13.50
royal jelly liquid	724	..	..	2.60	powder	250 g	3.46			Ladyshave				
	723	..	..	4.80	PAPIER POUDRE (935 Papier Poudre)					beauty	HP2107/B	2.855	0.695	4.50
eye balm	712	..	..	2.00	books	0.70dz	0.175dz		0.11	de luxe	HP2113	3.49	0.85	5.50
satilane	912	..	..	3.00	PARDALE (346 Dales)					cordless	HP2201	2.53	0.62	3.99
	913	..	..	2.20	(distributors 1556 Farillon)					Philishave				
sol a sol	691	..	..	1.75	PARKE-DAVIS (938 PD)					3 de luxe	HP1122	7.96	1.94	12.55
tan Orlane	696	..	..	2.10	casaca evacuant 500 ml					car battery				
tonique	577	..	..	1.30	vaccines					HP1216	5.165	1.26	8.15	
	578	..	..	2.00	catarrh	1 ml vial				compact	HP1214/S	4.615	1.125	7.28
	579	..	..	3.10	PASHANA (1630 R&RL)					cordless	HP1203/S	3.66	0.895	5.78
vesperale	639	..	..	2.55	brilliantine	50 cc	1.48dz	0.37dz	0.23	popular	HP1102/S	4.765	1.165	7.52
	638	..	..	3.75		108 cc	2.32dz	0.58dz	0.36	rechargeable				
lait a bronzer	698	..	..	d	lotion	50 cc	1.48dz	0.37dz	0.23	HP1309	12.27	2.995	19.36	
poudre desse	914	..	..	d		108 cc	2.32dz	0.58dz	0.36	special	HP1129	7.35	1.795	11.60
poudre de beaute	552	..	..	d	shampoo	250 cc	2.32dz	0.58dz	0.36	standard	HP1123	5.515	1.345	8.70
OSPOLOT (97 Bayer)					PATERSON (673 J of H)					XTR.7	HP1401	8.402	2.048	13.25
suspension	100 ml	0.235		0.35	PATERSON (884 NTD)					toothbrush	HP5201	2.60	0.525	3.99
	500 ml	0.99		1.48	anti-static wetting agent	50 ml	..	..	0.27	rechargeable	HP5202	6.415	1.40	9.95
tablets 50 mg	50	0.43		0.65	enlarger 35 with 35mm & 126 carriers	..	..	..	24.80	PHILLIPS (978 PYP)				
	250	1.96		2.94	enlarging lens 50 mm f/4.5	..	..	..	9.00	tonic yeast tablets	60	1.08dz	..	0.12
	200 mg	0.93		1.39	heat filter	..	..	..	1.60		50			
	250	4.16		6.24	texture screens (set)	..	..	..	1.35	PHYSEPTONE (208 BW)				
OUABAIN ARNAUD NATIVELLE (1336 WL)				d	PAYOT (945 Payot)					linctus	500 ml	0.44	..	0.66
OUABAIN ARNAUD (1336 WL)				i	Ombre et Lumiere					PHYTOCIL (1295 Wade)				
ampoules 0.25 mg 1 cc	6	0.40	..	0.60	cream eye shadow	..	..	..	1.50	cream	25 g	0.14	0.03	0.24
tablets 2.5 mg	40	0.44	..	0.66	lip contour pencils	..	..	..	0.65	powder	25 g	0.20	0.05	0.35
	200	1.60	..	2.40	Penicillin - V - Lilly (413 Lilly)					PIB (878 Napp)				
OUTDOOR GIRL (876 MP)					Pulvules 125 mg packs of 100 and 500					pressurised inhalant				
Tawny					PENIDURAL (1352 Wyeth)					PIB PLUS (878 Napp)				
eye brow pencil	SG15	0.96dz	0.24dz	0.14	all purpose vial 1.2 mu	0.22	..	..	0.29%TS	pressurised inhalant				
eye liner liquid	SG13	1.57dz	0.395dz	0.23	long acting vial 10 ml	0.725	..	..	0.96%TS	PISCO (983 Pisco)				



		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
curlers					atomiser	4 oz	2.00	0.25	3.60			RADOX (893 Nicholas)		
comb'n'go	1355	1.74	0.43	2.75	deodorant		1.20	0.30	2.20			liquid bath	2.315dz	0.535dz 0.30
lady curl	1077	1.24	0.30	1.95	soap		0.60	0.15	1.10			R.A.H.C. (1091 Rybar)		
multi curl	1255	2.38	0.58	3.75	talc	4 oz	0.56	0.14	1.00			entire entry		d
queen curl	1187	2.06	0.50	3.25								R.B.C. (1091 Rybar)		
de luxe	1189	2.50	0.61	3.95	PREGADAY (518 Glaxo)							25 g	0.12	0.03 0.21 †
vanity curl					tablets	28	0.28	.. ..	0.37½			500 g		d
de luxe	1177	1.74	0.43	2.75	PRELUDE (1355 Yardley)									
					Cologne	4384	0.434	0.109	0.76			REBAN (525 Golden)		
dryers					creme perfume	4373	0.434	0.109	0.76			setting lotion	0.92dz	0.23dz 0.13
Boutique	1991	5.04	1.23	7.95	mini spray	4345J	0.391	0.098	0.69			shampoo	1.30	0.33 0.09
floor stand	1992	1.91	0.21	2.75	perfume	4391	0.714	0.179	1.25			(2 dz)	(2 dz)	
Go-Girl	1170	3.14	0.76	4.95	talcum	4307	0.209	0.052	0.37			RECITAL (525 Golden)		
trio	1970	3.77	0.92	5.95	PRELUDIN (145 B)							conditioning shampoo	1.09	0.27 0.07½
Hi-speed	1050	3.96	0.97	6.25	(distributors 501 Geigy)							(2 dz)	(2 dz)	
hood	1054	0.38	0.09	0.60	Tablonets 50 mg pack of 10				d			hair colourant	3.52dz	0.88dz 0.50
Princess	1060	3.30	0.80	5.20	PRIMOBOLAN (1479 SCL)							RED ROSES (1355 Yardley)		
stand	1061	0.87	0.09	1.25	tablets 5 mg	150	3.08	.. ..	4.62 †s4B			soap toilet	1162	0.138 0.035 0.22
chrome stand	1065	0.38	0.04	0.55	PRIMOBOLAN DEPOT (1479 SCL)							talcum	1107	0.209 0.052 0.37
hood, hose and					ampoules 100 mg	3	2.10	.. ..	3.15 †s4B			1107L	0.280	0.07 0.49
comb set	1064	1.24	0.30	1.95	PRIMODIAN (1479 SCL)							RELAX QUIES (346 Dales)		
beauty outfit	1962	4.76	1.16	7.50	tablets	30	0.30	.. ..	0.45 †s4B			(distributors 1556 Farillon)		i
ensemble			d		PRIMODIAN DEPOT (1479 SCL)							REMINGTON (1044 R)		
Ranger	1180	3.14	0.76	4.95	ampoules 1 ml	3	1.58	.. ..	2.37 †s4B			shavers		
Salon	1990	9.83	2.40	15.50	PRIMODOS (1479 SCL)							F 2	.. .. 11.95	
with lamps					tablets	2	0.36	.. ..	0.54 †s4B			Lektroblade 100	.. .. 7.50	
infra red	1029	4.12			20	2.98	.. ..	4.47 †s4B				The Hot Comb for Men	.. .. 7.95	
Infradette	1028	3.71			PRIMOGEN C (1479 SCL)							existing entry for The Hot Comb		d
Infrapower					tablets	30	0.20	.. ..	0.30 †s4B			REQUETE (1350 Worth)		
senior	1008	4.88			PRIMOGEN DEPOT (1479 SCL)							eau de toilette	57 cc	.. .. 2.30
Infratonic	1030	4.69			ampoules 10mg/ml	3	1.52	.. ..	2.28 †s4B			114 cc	.. .. 4.20	
Ultra-tonic	1034	6.31	1.54	9.95	100mg/ml	3	3.66	.. ..	5.49 †s4B			228 cc	.. .. 6.50	
sun lamp					PRIMOLUT DEPOT (1479 SCL)							½ l	.. .. 11.90	
carbon arc	1025	6.75	1.65	10.65	ampoules 250 mg	1	0.88	.. ..	1.32 †s4B			1 l	.. .. 20.80	
Caribbean	1036	8.85	2.15	13.95	3	2.36	.. ..	3.54 †s4B				parfum		
ake up mirror	1660	2.85	0.70	4.50	20	12.52	.. ..	18.78 †s4B				Bijou	7 cc	.. .. 3.70
zorlite mirror	1648	1.17	0.29	1.85	syringe	0.92	.. ..	1.38 †s4B				Falcon Luxe	14 cc	.. .. 5.50
ratory massager	1556	4.28	1.04	6.75	500 mg	1	1.44	.. ..	2.16 †s4B			28 cc	.. .. 9.10	
ssage cushion	1557	1.04	0.11	1.50	3	3.74	.. ..	5.61 †s4B				56 cc	.. .. 27.20	
Shave lite					20	20.02	.. ..	30.03 †s4B				Plat	150 cc	.. .. 34.20
bedwarmer					syringe	1.48	.. ..	2.22 †s4B				Le Medallion	7 cc	.. .. 3.40
					PRIMOSISTON (1479 SCL)							RESOCHIN (97 Bayer)		
SILVESTRE (881 Natura)					ampoules 1 ml	3	1.70	.. ..	2.55 †s4B			tablets	100	0.95 1.43
ogne	50 cc	0.45	0.112	0.85	PRIMOTESTON DEPOT (1479 SCL)							REVERIE (1355 Yardley)		
	100 cc	0.83	0.207	1.55	ampoules 50 mg/ml	3	1.20	.. ..	1.80 †s4B			perfumed Cologne		
	150 cc	1.12	0.28	2.10	100mg	3	2.16	.. ..	3.24 †s4B			spray mist	2845	0.794 0.199 1.39
	300 cc	2.00	0.50	3.75	250mg	3	4.98	.. ..	7.47 †s4B			talcum	2807	0.280 0.07 0.49
ks of 200 cc and 400 cc			d		PRIMERAN (117 BPL)							toilet soap	2862	0.138 0.035 0.22
idal spray	130 g	0.51	0.127	0.95	tablets 10 mg	500	10.94	.. ..	16.41 †s4B			dusting powder		d
p toilet	150 g	0.21	0.052	0.40	PRO-GEN (2 Abbott)							REVILON (1052 Revlon)		
					(distributors 938 PD)							Flex		
ESSIN (938 PD)					(vet.)							balsam and protein conditioner		
oules 1 ml	10	1.65	.. ..	2.48 †s4B	maize	50 lb	13.06	.. ..	19.59 †s1			reg & extra body	2 oz	.. .. 0.15
nate in oil 1 ml	10	0.85	.. ..	1.28 †s4B	piglet	150 ml	0.94	.. ..	1.41 †s1			Hi & Dri		
	100	7.82	.. ..	11.75 †s4B	sodium	2 oz	0.49	.. ..	0.73½†s1			antiperspirant	8 oz	.. .. 0.75
					soluble sachet	51.3g	0.49	.. ..	0.73½†s1			deodorant spray	7 oz	.. .. 0.65
UIN (881 Natura)					veterinary	5 lb	1.31	.. ..	1.96½†s1			lemon slices		.. .. 0.45
fter sun cream	0.70	0.175	1.30		PROM (1242 Toni)							lemon spray mist		.. .. 1.10
lotion	0.56	0.14	1.05		home permanent							Moon Drops Plus		
milk	0.58	0.145	1.10		whole head	3.57dz	0.85dz	0.49				Cologne plus	2 oz	.. .. 1.65
al cream	0.30	0.075	0.57		end curl	2.41dz	0.58dz	0.33				4 oz	.. .. 2.50	
oil	0.43	0.107	0.82		PRO-VIRON (1479 SCL)							Cologne plus spray mist	2 oz	.. .. 1.95
jelly					tablets 25mg	50	2.54	.. ..	3.81 †s4B			perfume plus spray mist	½ oz	.. .. 2.95
lusive cream	0.58	0.145	1.10		PSORIDERM (1454 Dermal)							super rich shadows		.. .. 0.75
ream for children	0.58	0.145	1.10		bath emulsion	225 ml	0.65	0.1625				Spicy Ices		
xtreme cream	0.70	0.175	1.30		cream	225 ml	0.65	0.1625				eyeshadow brush-on		.. .. 1.25
ace stick	0.39	0.097	0.75		scalp lotion	112 ml	0.65	0.1625				lipstick, transparent		.. .. 0.65
elly	0.60	0.15	1.15		PSORIDERM S (1454 Dermal)							nail enamel, cream		.. .. 0.50
ip protection	0.22	0.055	0.42		QUADRILLE (Balenciaga) (386 Douek)							Z.P.11		
irge					eau de toilette	1½ oz	1.14	0.285	2.05			shampoo	sachet	.. .. 0.10
milk	0.70	0.175	1.30		4 oz	1.84	0.46	3.30				REXPEL (848 Minnesota)	30 ml	1.26dz .. 0.15
il	0.53	0.132	0.99		7 oz	2.98	0.745	5.35				worm syrup	150 ml	3.59dz .. 0.43
spray	0.65	0.162	1.20		15 oz	4.40	1.10	7.90				28 cc + 114 cc packs		d
ect repellent	0.38	0.095	0.72		32 oz				d			RHEUMALAX (488 Fyde)		
tan cream	0.74	0.185	1.40		atomiser	2.34	0.585	4.20				powder	1.80dz	0.49dz 0.26½
or legs	0.70	0.175	1.30		perfume	¼ oz	1.00	0.25	1.85			RIDDOSEDD (1059 Riddell)		
ilk	0.70	0.175	1.30		½ oz	1.27	0.317	2.35				entire entry		d
GLOW (721 LC)					¾ oz	1.84	0.46	3.40				RIDDOSPAS (1059 Riddell)		
colourant	1.41dz	0.355dz	0.20		1 oz	3.04	0.76	5.60				suppositories		
TAN (938 PD)					2 oz	4.83	1.207	8.95				child's pack of	12	
seals 250 mg	100	0.80	.. ..	1.20 †s4B	4 oz	12.10	3.025	22.40				RIGHT GUARD (514 Gillette)		
500	3.56	.. ..	5.35 †s4B		atomiser	¼ oz	2.52	0.63	4.65			antiperspirant	130 g	2.99dz 0.71dz 0.41
LA (1160 Solport)					refill	¼ oz	1.72	0.43	3.20			372dz	0.89dz 0.51	
nal wool	½ oz	0.048	.. ..	0.07½	QUESTRAN (171 BLL)							90 g	2.84dz 0.68dz 0.39	
1 oz	0.08	.. ..	0.12		QUICKIES (451 F&J)							135 g	3.49dz 0.83dz 0.48	
y balance outfit	0.84	.. ..	1.26		antiperspirant pads			0.14				RIMMEL (1063 Rimmel)		
shes, nail	1022	0.124	0.031	0.22	eye make-up remover pads			0.14				base coat	0.955dz	0.233dz 0.14
shes, tincture and lotion					jar			0.35				beauty glove hand cream		
oose	0.048	.. ..	0.07		face cleansing padssmall			0.12				1.23dz	0.30dz 0.18	
nice stone	1372	0.072	0.13		large			0.18				2.125dz	0.518dz 0.31	
nge bags	1921	0.068	0.12		jars			0.33				1.23dz	0.30dz 0.18	
1925	0.068	0.017	0.12		foot freshener pads			0.18				1.025dz	0.25dz 0.15	
ER'S (975 PDS)			d		make up remover cream pads									



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p			
eyelash outfit	5.15dz	1.255dz	0.75	RYBAR (1091 Rybar)				i	nail clippers	535/10	1.30	0.325	2.45	
adhesive refill	1.23dz	0.30dz	0.18	cold sore lotion 2.8 ml	0.10	0.025	0.17½		535/11	1.60	..	..	2.40	
eye make-up remover pads				diabetic linctus 150 ml	0.28	0.07	0.49 †DD1		536	1.675	..	..	2.60	
removing lotion	1.025dz	0.25dz	0.15	eye drops 15 ml	0.14	0.035	0.24½		540/12	2.30	..	..	3.45	
eye pencils	0.955dz	0.233dz	0.14	inhaler	0.84	..	1.26		540/14	2.55	..	..	3.78	
eye shadow				midjet	0.80	..	1.20		528	1.40	0.35	..	2.61	
applicator	1.505dz	0.367dz	0.22	mask	0.28	..	0.42		558	0.80	0.20	..	1.50	
brush	1.645dz	0.401dz	0.24	insect bite cream 13 g	0.10	..	0.15		558/C	0.90	0.225	..	1.70	
cream	0.935dz	0.233dz	0.14	tar remover 54 ml	0.10	..	0.15		nail files	7/12	0.15	0.038	0.28	
compressed	1.025dz	0.25dz	0.15						7/14	0.16	0.04	..	0.30	
frosted	1.23dz	0.30dz	0.18	RYBAREX (1091 Rybar)					7/16	0.17	0.043	..	0.33	
collection	3.565dz	0.869dz	0.52	inhalant 15 ml	0.27	..	0.40 †		7/18	0.19	0.048	..	0.36	
palette	2.32dz	0.566dz	0.34	28 ml	0.48	..	0.72 †		7/20	0.21	0.052	..	0.40	
stick	0.955dz	0.233dz	0.14	100 ml			d		7/22	0.24	0.06	..	0.46	
eye shadow/liner kit	4.045dz	0.986dz	0.59	RYBARVIN (1091 Rybar)					7/24	0.28	0.07	..	0.53	
duo brush	2.39dz	0.583dz	0.35	inhalant 15 ml	0.27	..	0.40 †		16	0.50	0.125	..	0.94	
grey-away shampoo	1.025dz	0.25dz	0.15	28 ml	0.48	..	0.72 †		21	0.55	0.138	..	1.03	
hair colourant shampoo	1.025dz	0.25dz	0.15	100 ml	1.50	..	2.25 †		nail scissors	123/8D	0.93	0.105	1.56	
herbal face mask	1.78dz	0.434dz	0.26						123/8C	0.99	0.248	..	1.86	
Hide and Heal stick	1.30dz	0.317dz	0.19	RYBRONSOL (1091 Rybar)					123/9D	0.93	0.105	..	1.56	
lash thickener	1.78dz	0.434dz	0.26	entire entry			d		123/9C	0.99	0.248	..	1.86	
lip brush	2.39dz	0.583dz	0.35	RYMEL (1091 Rybar)					123/10D	0.99	0.11	..	1.66	
lip & lid gloss	1.30dz	0.317dz	0.19	entire entry			d		123/10C	1.10	0.275	..	2.06	
lip glosser	1.23dz	0.30dz	0.18	RYOTIN (1091 Rybar)					127/8D	0.93	0.105	..	1.56	
lip glow pearly	1.30dz	0.317dz	0.19	entire entry			d		127/8C	0.99	0.248	..	1.86	
lipstick push up	1.025dz	0.25dz	0.15	RYOTOL (1091 Rybar)					127/9D	0.93	0.105	..	1.56	
twist up	1.78dz	0.434dz	0.26	entire entry			d		127/9C	0.99	0.248	..	1.86	
moisturised	1.99dz	0.485dz	0.29	RYSPRAY (1091 Rybar)					127/10D	0.99	0.11	..	1.66	
liquid make-up	0.955dz	0.233dz	0.14	entire entry			d		127/10C	1.10	0.275	..	2.06	
make-up brush	2.39dz	0.583dz	0.35	RYTHMODAN (1087 Roussel)					127/11D	1.10	0.12	..	1.83	
stick	1.78dz	0.434dz	0.26	capsules 100 3.25					127/11C	1.24	0.31	..	2.33	
mascara block	1.025dz	0.25dz	0.15	SABRINA (Utermohlen) (386 Douek)					123/9DN	0.55	0.06	..	0.90	
brush-on	2.32dz	0.566dz	0.34	cotton wool in bags					123/9CN	0.65	0.162	..	1.22	
original	2.39dz	0.583dz	0.35	36 g	0.08	..	0.12		1351	1.65	0.185	..	2.80	
roll-on	1.095dz	0.267dz	0.16	75 g	0.14	..	0.21		3066/10	1.86	0.465	..	0.29	
medicated make-up				110 g	0.18	..	0.27		3066/14	2.00	0.50	..	0.31	
cake	1.505dz	0.367dz	0.22	SAFAPRYN (969 Pfizer)					powder puffs					
liquid	1.99dz	0.485dz	0.29	tablets 250 1.86					3675/5	0.84dz	0.21dz	..	0.13	
moisturised make-up	1.78dz	0.434dz	0.26	SAFESEAL (628 H of W)					3675/6	0.96dz	0.24dz	..	0.15	
skin food	1.99dz	0.485dz	0.29	existing entry			d		3675/7	1.32dz	0.33dz	..	0.21	
nail lacquer	0.955dz	0.233dz	0.14	SALACTOL (1454 Dermal)					3675/8	1.86dz	0.467dz	..	0.29	
frosted opal	2.125dz	0.518dz	0.31	wart paint 10 ml 0.35					3675/9	2.74dz	0.685dz	..	0.41	
pearlised	1.23dz	0.30dz	0.18	SALVITAE (276 C & C)					3675/10	3.72dz	0.93dz	..	0.58	
remover	1.23dz	0.30dz	0.18	3½ oz 3.00dz 0.75dz 0.44					3675/11	5.28dz	1.32dz	..	0.80	
pads	1.30dz	0.317dz	0.19	8 oz 6.00dz 1.50dz 0.87½					3675/12	0.55dz	0.138dz	..	1.03	
nail strengthener	1.23dz	0.30dz	0.18	SAMSAR (957 Perl)					3675/13	0.70dz	0.175dz	..	1.32	
oatmeal beauty pack	1.30dz	0.317dz	0.19	cuticle clippers					Rhodoid combs					
soap	1.23dz	0.30dz	0.18	508 1.40 0.35 2.61					7701/5	0.30	0.075	..	0.57	
pat-on translucent				513 1.50 0.375 2.82					7701/6	0.35	0.088	..	0.67	
blush	3.565dz	0.869dz	0.52	511 1.75 .. 2.60					7701/7	0.45	0.112	..	0.85	
perfume floral	1.645dz	0.401dz	0.24	515 1.18 .. 2.70					spatulas	3364/10	0.30	0.075	..	0.57
Classic	2.39dz	0.583dz	0.35	518 1.50 0.375 2.82					3364/13	0.35	0.88	..	0.67	
powder puffs velour (2)	1.23dz	0.30dz	0.18	cuticle scissors 103/8D 0.93 0.105 1.56					3364/16	0.40	0.10	..	0.75	
rouge compressed	1.025dz	0.25dz	0.15	103/8C 0.99 0.25 1.86					3365/16	0.40	0.10	..	0.75	
cream	0.955dz	0.233dz	0.14	103/9D 0.93 0.105 1.56					vibrators	3321	0.50	0.125	..	0.94
skin toning lotion	1.23dz	0.30dz	0.18	103/9C 0.99 0.25 1.86					SANELLA (903 NPU)					
spot clearing face wash	1.99dz	0.485dz	0.29	103/10D 0.99 0.11 1.16					sanitary towels					
talc perfumed	1.30dz	0.317dz	0.19	103/10C 1.10 0.275 2.06					No. 0	6.34	..	..	0.16½	
toilet vinegar	3.77dz	0.919dz	0.55	105/9C 1.24 0.315 2.33					(4 dz)	6.53	..	..	0.17	
translucent blush	1.23dz	0.30dz	0.18	105/9CC 1.50 0.375 2.82					No. 1	(4 dz)	7.30	..	..	0.19
deodorant roll-on & stick			d	emery boards 3031/7 0.84dz 0.21dz 0.13					No. 2	(4 dz)	7.30	..	..	0.19
eye make-up cabinet			d	3031/18 1.86dz 0.465dz 0.29					soluble	(4 dz)	5.95	..	..	0.15½
RINSTEAD (1333 WL)				3031/10 1.08dz 0.27dz 0.17					san-belts					
pastilles (tins) (Tyne-Tees				3031/12 1.32dz 0.33dz 0.21					adjustable					
T.V. area only)	1.25dz	0.30dz	0.17½	eyebrow tweezers					de-luxe	0.88dz	0.10dz	..	0.12	
RISSOL-NUT (535 Granose)				250/7d 0.25 0.065 0.47					nylon	1.22dz	0.14dz	..	0.16½	
16 oz 2.66dz .. .. 0.28				250/7b 0.25 0.065 0.47					Parrisiene	1.02dz	0.115dz	..	0.14	
ROBINSONS (1449 R&CFD)				250/7r 0.25 0.065 0.47						1.52dz	0.17dz	..	0.21	
barley waters	1.83dz	0.28dz		250/9d 0.30 0.075 0.57					SANICREPE (339 CG)					
instant baby foods	0.83dz	..	0.09	250/9b 0.30 0.075 0.57					cotton stretch bandage					
please 20 oz 1.095dz .. 0.165dz				250/9r 0.30 0.075 0.57					2 in	1.00 dz	..	..	..	
super value 35¼ oz 1.95dz 0.29dz				252/8d 0.31 0.08 0.59					3 in	1.45dz	..	..	..	
whole fruit drinks	25½ oz 1.655dz 0.245dz			229p 0.31 0.08 0.59					4 in	1.85dz	..	..	..	
ROGER & GALLET (1076 R&G)				251/7d 0.33 0.085 0.62					6 in	2.75dz	..	..	..	
Cologne black label				251/7b 0.33 0.085 0.62					SANOID (339 CG)	entire entry			d	
refresher 10 1088 0.18 0.04 0.35				251/7r 0.33 0.085 0.62					SAUNA (957 Perl)					
RONDOMYCIN (969 Pfizer)				251/9d 0.40 0.10 0.75					Cologne	6.96dz	1.74dz	..	0.98	
capsules 150 mg 16 1.07 TS				251/9b 0.40 0.10 0.75					SAUSALATAS (535 Granose)					
100 6.43 TS				251/9r 0.40 0.10 0.75					10 oz	1.82dz	..	..	0.19	
500 31.20 TS				225d 0.85 0.215 1.60					15 oz	2.46dz	..	..	0.26	
syrup 75mg/5ml				225b 0.85 0.215 1.60					10 oz	1.82dz	..	..	0.19	
100 ml 0.70 TS				225r 0.85 0.215 1.60					15 oz	2.46dz	..	..	0.26	
ROYAL SHIELD (975 PWL)				255c/d 0.62 0.155 1.18					SAVIAND (535 Granose)					
blow out cream 8 oz 11.52dz 2.88dz 1.67				255c/b 0.62 0.155 1.18					10 oz	1.82dz	..	..	0.19	
conditioner/hairdressing				255c/r 0.62 0.155 1.18					16 oz	2.45dz	..	..	0.25½	
2 oz 4.80dz 1.20dz 0.70				255g/d 0.77 0.195 1.50					SAVLON (649 ICI)					
8 oz 11.52dz 2.88dz 1.67				255g/b 0.77 0.195 1.50					babycare lullaby box	10.20dz	2.16dz	..	1.40	
easy comb conditioner				255g/r 0.77 0.195 1.50					liquid	112 ml	0.78dz	0.195dz	..	0.11
8 oz 7.20dz 1.80dz 1.05				eyelash brushes					225 ml	1.34dz	0.335dz	..	0.19	
holding spray 13 oz 11.52dz 2.88dz 1.67				3205/1 0.20 0.075 0.43					450 ml	2.04dz	0.51dz	..	0.29	
neutralizer shampoo				3205/2 0.25 0.065 0.47					51	1.16	0.29	..	1.75	
8 oz 4.80dz 1.20dz 0.70				3206/1 0.25 0.065 0.47					SCAN (31 AP)					
oil sheen conditioner				3206/2 0.28 0.07 0.53					(distributors 1377 R&A)					
10 oz 9.60dz 2.40dz 1.40				3207/3 0.33 0.085 0.62					eye drops	1.45dz	0.34dz	..	0.20	
ROZALEX (1480 Izal)				3211 0.28 0.07 0.53					eye lotion	1.45dz	0.34dz	..	0.20	
Two 5's hand cleanser	2.25dz	..	0.25	3215 0.12 0.03 0.23					SCHERICUR (1479 SCL)					
RUTHMOL (1345 Woodward)				3073 0.84dz 0.21dz 0.13					ointment	20 g	0.32	..	..	0.48 †TS
50 g 0.12 .. .. 0.18				nail buffers					SCHERIPROCT (1479 SCL)					
200 g 0.33 .. .. 0.50				3105/12 0.60 0.15 1.15					ointment	10 g	0.28	..	..	0.42 †TS
400 g 0.56 .. .. 0.84				3105/14 0.70 0.175 1.32					dp 50 x 10 g	12.36	..	..	18.54 †TS	
RYBAFERRIN (1091 Rybar)				3105/16 0.80 0.20 1.50					suppositories	6	0.24	..	..	0.36 †TS
tablets 75 0.16 0.04 0.28 †				3112/12 0.20 0.05 0.38					120	3.72	..	..	5.58 †TS	
RYBAFORM (1091 Rybar)														



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ARELLI (386 Douek)				Supasac				SOF'DOWN (1349 LW)			
de toilette	1.20	0.30	2.20	20cm x 14cm 100	8.30			Swedish-style			
4 oz	2.00	0.50	3.70	urine drainage bags				disposable nappies			
um	1/10 oz	0.52	0.13	individually sealed				standard (10)	1.20dz	..	0.13
1/10 oz	0.95	0.237	1.75	standard bag (2000 ml)				standard (20)	2.25dz	..	0.25
1/4 oz	1.90	0.475	3.50	100	7.35			night-time size	2.25dz	..	0.25
1/2 oz	3.24	0.81	6.00	short tube (2000 ml)				tie pants	1.20dz	..	0.15
1 oz	4.50	1.125	8.30	100	7.35			existing entry for small			d
andbag atomiseur	2.30	0.575	4.25	non-return valve (2000 ml)				SOFTEXE (339 CG)			
refill	1.76	0.44	3.25	100	8.40			household wool			
arfum de toilette				drainage outlet (2000 ml)				pleated	small 0.80dz		
atomiser	4 oz	2.80	0.70	100	16.00			medium	1.43dz		
refill	4 oz	2.16	0.504	4.00				roll	2.15dz		
ing				bulk packed				SOL-TERCIN (311 C)			
ogne	2 oz	0.86	0.215	standard bag (2000 ml)				tablets	100	0.38	..
4 oz	1.60	0.40	2.95	250	13.00			SOLUPEN (1477 Elanco)			0.58
8 oz	3.20	0.80	5.75	short tube (2000 ml)				(vet.) m.u.	5.0 10	2.25	..
um	1/10 oz	0.48	0.12	non-return valve (2000 ml)				10.0 10	3.75	..	3.37 TS
1/10 oz	0.92	0.23	1.70	250	15.75			pack of 1			5.62
1/4 oz	1.76	0.44	3.25	drainage outlet (2000 ml)				buffered m.u.	5.0 10	2.25	..
1/2 oz	3.12	0.78	5.75	250	32.00			10.0 10	3.75	..	3.37
1 oz	4.74	1.185	8.75	universal urine bag holder	0.40	..	0.60	pack of 1			5.62
2 oz	7.56	1.89	14.00	skin traction kit							d
4 oz	12.80	3.20	23.70	adult size	0.95			SOUTHALLS (1164 SSL)			
dbag atomiseur	1/4 oz	2.16	0.504	child size	0.90			baby pants			
refill	1/4 oz	1.46	0.365	dermatological gloves				extra large	1.193dz	..	0.13½
oriere	1/2 oz	1.54	0.385	small, med. or large				pastel softies extra large	1.411dz	..	0.16
de toilette				(24)	2.00	..	3.00	SPARINE (1352 Wyeth)			
niseur	4 oz	2.65	0.662	4.90	SETONPLAST (1127 Seton)			Latabs	250	2.26	..
refill	4 oz	1.90	0.475	3.50	existing entry		d	tablets 25 mg	50	0.22	..
oriere				0.65	SETONPLAST (1127 Seton)		i	50 mg	50	0.41	..
de toilette	2 oz	1.10	0.275	2.00	(distributors 93 BJ)			100 mg	50	0.80	..
niseur	4 oz	1.84	0.46	3.40	waterproof strapping			250	3.685	..	4.91½s4B
refill	2 oz	1.20	0.30	3.40	2.5cm x 5m	1.56dz	..	SPARKLETS (183 BOC)			
ogne	4 oz	1.84	0.46	3.40	5.0cm x 5m	2.40dz	..	syphons			
					7.5cm x 5m	3.36dz	..	Ambassador	6.05	0.68	9.75
(631 Hudnut)					super			Aquarius	3.53	0.40	5.10
blades					1.25cm x 5m	1.08dz	..	Executive	3.91	0.44	5.65
ble-edged wrapped					2.5cm x 5m	1.56dz	..	Globemaster	4.81	0.54	6.95
(5)	1.97	0.49	0.14		3.75cm x 5m	2.04dz	..	Hostmaster	3.53	0.40	5.10
(2 dz)	(2 dz)				5.0cm x 5m	2.52dz	..	bulbs	10	3.84dz	0.48½
'S (1108 SMC)					7.5cm x 5m	3.48dz	..	20's and mini pack			d
in ointment	1.74dz	0.435dz	0.25		10.0cm x 5m	4.44dz	..	vacuum jugs	1.19	0.13	1.95
protector spray	4.32dz	..	0.50		SETONIQUETS (1127 Seton)			bulb holders and drip trays			d
g entry for Tubegauz			d		(distributors 93 BJ)			SPARKLING PLENAMINS (848 Minnesota)			
172 BMCL)					tourniquets	small 0.28	..	sachet 5 g	0.78	0.14	0.02½
essing	38 g	0.126	0.032	0.20	medium	0.30	..	(50)	(50)		
	80 g	0.207	0.052	0.33	large	0.32	..	tin 100 g	3.13dz	0.56dz	0.42
					SH 420 (1479 SCL)			12	0.14	0.035	0.22½
S (671 Jeyes)					tablets 10mg	100	7.48	60	0.56		
nia	540 ml	1.37dz	..	0.13½	500	35.18	..	SPECTAM (2 Abbott)			
DE (1355 Yardley)							11.22	(distributors 938 PD)			
am	3569	0.408	0.102	0.72			52.77	(vet.) injectable 100 mg/ml			
ult tablets	3526	0.228	0.057	0.40			1.60	100 ml	3.41	..	5.11½TS
ne	3584	0.434	0.109	0.76				poultry injectable			
bath	3566	0.468	0.117	0.82				500 ml	3.41	..	5.11½TS
perfume	3573	0.434	0.109	0.76				soluble	100 g	5.88	..
g powder	3509	0.708	0.177	1.24				SPILLERS (1172 Spillers)			
ream	3515	0.255	0.064	0.45				existing entry			d
pray	3545	0.737	0.184	1.29				SPILLERS (1172 Spillers)			
ne	3591	0.714	0.179	1.25				Avisand	0.42dz	..	0.04½
n-a-rope	3564	0.410	0.103	0.65				Bonio	handy	1.705	0.304
oilet	3562	0.138	0.035	0.22				(2 dz)	(2 dz)		0.10
uest	3561	0.252	0.063	0.40				large	1.57dz	0.28dz	0.18½
a	3507	0.209	0.052	0.37				Bonus			
(1530 Fisons)								catfood	handy	1.715	0.306
shampoo	tube	1.47dz	0.37dz	0.20				(4 dz)	(4 dz)		0.05
shampoo								dog food	large	1.545	0.275
ottle	67 cc	1.47dz	0.37dz	0.20				(2 dz)	(2 dz)		0.09
135 cc	2.62dz	0.65dz	0.35					giant	1.505dz	0.268dz	0.17½
(2 Abbott)								large	0.985dz	0.176dz	0.11½
tributors 938 PD)								5½ lb	3.315dz	0.591dz	0.38
ary suspension	100 ml	0.29	..	0.43½				budgie grit	0.42dz	..	0.04½
	500 ml	0.93	..	1.39½				budgie seed			
X-K (518 Glaxo)								(Golden Life)	handy	1.015	0.181
(1127 Seton)	100	1.05	..	1.39½				(2 dz)	(2 dz)		0.06
g entry								large	0.92dz	0.164dz	0.11
(1127 Seton)								canary mixture	handy	1.885	0.336
tributors 93 BJ)								(3 dz)	(3 dz)		0.07½
ne elastic webbing								large	1.165dz	0.208dz	0.14½
cm x 3m	444	0.33	..	0.50				Choosy	handy	1.905	0.339
cm x 5m	445	0.55	..	0.83				(4 dz)	(4 dz)		0.05½
cm x 10m	446	1.10	..	1.65				large	1.65	0.294	0.09½
cm x 25m	447	2.75	..	4.12				(2 dz)	(2 dz)		
plasters	10	0.13	..	0.20				fish food aquarium			0.04
et colostomy bags								(3 dz)	(3 dz)		
cm x 12.5cm 100	4.20							pond	0.78dz	0.139dz	0.10
cm x 10.0cm 100	4.20							Jock	handy	2.43	0.433
cm x 12.5cm 100	4.60							(4 dz)	(4 dz)		0.07
cm x 14.0cm 100	4.20							large	2.335	0.416	0.13½
bell sutures	100	0.38	..	0.57				(2 dz)	(2 dz)		
pads								kennel	3.11dz	0.554dz	0.36
m x 60cm	3.60	..	..	5.40				millet sprays	2.394	0.427	0.09½
m x 100cm	6.00	..	..	9.00				(3 dz)	(3 dz)		
m x 135cm	8.00	..	..	12.00				mixed ovals	handy	0.815dz	0.145dz
inage bag	2.50	..	..					large	1.42dz	0.253dz	0.16½
(1½ dz)								6½ lb	4.875dz	0.870dz	0.56
incontinence sheath								Kattomeat	handy	2.605	0.464
1	1.50	..	..	1.50				(4 dz)	(4 dz)		0.07½
(1½ dz)								large	2.42	0.431	0.14
tric urine collectors								(2 dz)	(2 dz)		
100	3.00	..	..					Kennomeat	handy	2.43	0.433
100	6.00	..	..					(4 dz)	(4 dz)		0.07
ads	pr	1.00	..	1.50				large	2.335	0.416	0.13½
								(2 dz)	(2 dz)		
								giant	2.25dz	0.401dz	0.26
								parrot food	1.135dz	0.202dz	0.14







	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
OLD BREWMASTER (1628 TOW)				TRENIMON (97 Bayer)				TUBITON (1127 Seton)			
er beer kit	0.50	..	0.75	dry substance				(distributors 93 BJ)			
er kit	0.57	..	0.85	ampoules 0.2 mg	5	3.70	5.55	tubular bandages	00	0.24	0.36
				tablets	30	2.46	3.69		01	0.26	0.39
OLD WINEMAKER (1628 TOW)									12	0.28	0.42
luxury winemaking kits	1.97	..	2.95	TRILL (967 Petfoods)					34	0.52	0.78
				handy	2.40	0.38	0.07		56	0.64	0.96
PHEN (1091 Rybar)				(4 dz)	(4 dz)				78	0.84	1.26
ire entry			d	large	2.06	0.32	0.12		T1	1.00	1.50
				(2 dz)	(2 dz)				T2	1.20	1.80
MOGENE (1073 Robinson)				TRISILLAC (576 PH)				applicators	F/A	0.25	0.37
ol	1	1.48dz	0.37dz	dp 500 ml	0.34	..	0.51		2X	0.48	0.72
	2	2.625dz	0.655dz	dp 2 l	1.02	..	1.53		3	0.54	0.81
									3X	0.60	0.90
MOS (1226 Themos)				TUBEGAUAZ (1108 SMC)	retail pack	1.52dz	0.19		4	0.68	1.02
uum flasks				refill No 01 x 5 yd	1.12dz	..	0.14		5	0.78	1.17
25% .. .. .			0.56	TUBEGAUAZ (1127 Seton)				bandage clips (50)	6	0.85	1.27
2525 .. .. .			0.92	(distributors 93 BJ)					0.72	..	1.08
26 .. .. .			0.55	No. 00	0.22	..	0.33				
18% .. .. .			0.52	No. 01	0.25	..	0.37				
18 .. .. .			0.58	No. 12	0.27	..	0.40				
1818 .. .. .			0.86	No. 34	0.48	..	0.72				
18Q .. .. .			0.95	No. 56	0.57	..	0.85				
18QH .. .. .			0.98	No. 78	0.72	..	1.08				
16QHT .. .. .			1.15	T1	0.89	..	1.33				
18%F .. .. .			0.33	T2	1.08	..	1.62				
14F .. .. .			0.36	applicators							
1818F .. .. .			0.53	No. 00	0.12	..	0.18				
14QF .. .. .			0.60	No. 0	0.12	..	0.18				
62 .. .. .			1.15	No. 1	0.40	..	0.60				
64 .. .. .			1.40	No. 2	0.42	..	0.63				
66 .. .. .			1.00	No. 3	0.48	..	0.72				
68 .. .. .			1.25	No. 4	0.54	..	0.81				
620 .. .. .			5.00	No. 5	0.60	..	0.90				
82 .. .. .			14.00	No. 6	0.68	..	1.02				
609 .. .. .			10.50	No. 7	0.78	..	1.17				
62F .. .. .			0.60	No. 8	0.85	..	1.27				
64F .. .. .			0.70	TUBIFOAM (1127 Seton)							
923 .. .. .			10.50	(distributors 93 BJ)							
925 .. .. .			12.50	dressing (12)	550	0.80	1.20				
931 .. .. .			6.00		551	0.80	1.20				
929 .. .. .			7.50		552	0.80	1.20				
71 .. .. .			1.55		554	1.00	1.50				
71Q .. .. .			2.00		555	1.00	1.50				
29QF .. .. .			2.00		556	1.30	1.95				
J/2F .. .. .			2.00	single tube	574	1.06	0.13				
stopper expanding					575	1.06	0.13				
707 .. .. .			0.50		576	1.26	0.16				
67/1 .. .. .			0.25		577	1.26	0.16				
67/2, 30/2 .. .. .			0.30		578	1.50	0.18				
29Q .. .. .			0.60								
48/2 .. .. .			0.44	TUBIGRIP (1127 Seton)							
				(distributors 93 BJ)							
EE WISHES (412 Elida Gibbs)				radial pressure bandage							
im bath	2.925dz	0.73dz	0.39	10m rolls	G3	1.60	2.40				
					G4	2.40	3.60				
R (1613 HPL)					G4RT	2.72	4.08				
uum					G4X	2.72	4.08				
flasks					G5	3.04	4.56				
TR3-10 .. .. .			4.31		G6	3.46	5.19				
CTR3-10 .. .. .			4.31		G7	3.90	5.85				
TRS-10 .. .. .			6.08		G9	4.70	7.05				
TRX-10 .. .. .			4.47		G10	6.60	9.90				
TM2-10 .. .. .			4.47	flesh colour							
SA6.5 .. .. .			5.27	10m rolls	G4	2.52	3.78				
T-10 .. .. .			5.42		G4RT	2.90	4.35				
C/T-10 .. .. .			5.42		G4X	2.90	4.35				
TRD-10 .. .. .			6.28		G5	3.22	4.83				
TRF-10 .. .. .			5.78	tubular supporting bandage							
TRC-10 .. .. .			6.50	6.25cm x 0.5m	G4	0.17	0.26				
HF-10 .. .. .			7.23	7.5cm x 0.5m	G4X	0.19	0.29				
ACC-13 .. .. .			7.88	10.0cm x 0.5m	G5	0.21	0.32				
M10 .. .. .			7.56	3.75cm x 1m	G3	0.27	0.40				
M13 .. .. .			8.33	6.25cm x 1m	G4	0.31	0.46				
M16 .. .. .			8.84	7.0cm x 1m	G4RT	0.35	0.52				
M19 .. .. .			9.62	7.5cm x 1m	G4X	0.35	0.52				
MP19 .. .. .			12.72	10.0cm x 1m	G5	0.39	0.58				
EP19 .. .. .			13.53	11.25cm x 1m	G6	0.42	0.63				
dualator	TR3-10		4.84	16.5cm x 1m	G7	0.50	0.75				
reamer			6.85	22.0cm x 1m	G9	0.60	0.90				
spare cups			0.84	33.0cm x 1m	G10	0.80	1.20				
jar	IJ10		5.48	support bandages, lumber/abdominal							
	IJ12		6.28	code 7	0.88	..	1.32				
	IJR10		6.15	code 8	0.94	..	1.40				
	IJR12		6.55	code 80S	1.14	..	1.70				
shaver	API		6.30	code 9	1.24	..	1.86				
				code 10	1.48	..	2.22				
				code 11	1.62	..	2.43				
DERM (518 Glaxo)				code 110S	1.88	..	2.82				
eam	15 g	0.20	..	code 12	1.30	..	1.95				
			0.27	code 13	1.54	..	2.30				
ETTE (525 Golden)				code 14	1.68	..	2.52				
	3.54dz	0.88dz	0.50								
TOT (848 Minnesota)				TUBINETTE (1127 Seton)							
ugh mixture	55 ml	1.08dz	0.27dz	(distributors 93 BJ)							
rrhoea mixture	60 ml	1.08dz	0.27dz	tubular bandage	H01	0.18	0.27				
			0.15		H12	0.26	0.39				
AL (533 Grabowski)					H4	0.32	0.48				
olets	42	2.40dz	0.60dz		H56	0.42	0.63				
I (1242 Toni)					H78	0.48	0.72				
me permanent					HT1	0.84	1.26				
regular, super and					HT2	0.90	1.35				
gentle				TUBIPADS (1127 Seton)							
whole head	4.31dz	1.03dz	0.59	(distributors 93 BJ)							
tip	2.84dz	0.68dz	0.39	for heels and elbows							
MILEN (68 Astra)				small	P4	0.30	0.45				
e drops 0.25%	5 ml	0.60	..		P4X	0.33	0.49				
0.5%	5 ml	0.75	..		P5	0.36	0.54				
OMYCIN (147 Boots)				sacral bandage							
olets 250 mg	100	0.75	..	small	P9	1.52	2.28				
	1000	7.20	..	medium	P9	1.52	2.28				
			TS	large	P9	1.52	2.28				
			TS								



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<b>VARICO (1127 Seton)</b> (distributors 93 BJ)				<b>VIDAL (881 Naturá)</b>				<b>WOLTZ ITALIANA (1363 SAL)</b>			
leg bandage 7.5cm x 2.25m	0.49	..	0.73	after shave lotion 50 cc	0.40	0.10	0.75	make-up fluid	2.62dz	0.63dz	0.39
3in x 3yd	..	..	d	100 cc	0.68	0.17	1.28	jelle blusher	3.69dz	0.89dz	0.55
				foam bath 70 g	0.26	0.065	0.48	lipstick, mini hot paints	3.29dz	0.80dz	0.49
				140 g	0.42	0.105	0.80	manicure	2.62dz	0.63dz	0.39
				280 g	0.68	0.17	1.28	base coat	1.95dz	0.47dz	0.29
<b>VARIDASE (746 Lederle)</b>				pre-shave lotion 50 cc	0.45	0.112	0.85	cuticle remover	1.95dz	0.47dz	0.29
topical 125,000 units	2.06	..	TS	190 g	0.50	0.125	0.93	cuticle softening creme	2.82dz	0.68dz	0.42
oral tablets 12	1.40	..	TS	lather 100 g	0.30	0.075	0.56	nail enamel	2.15dz	0.52dz	0.32
<b>VARTA (1271 Varta)</b>				soap toilet 130 g	0.42	0.105	0.78	classic regular	2.82dz	0.68dz	0.42
batteries				deodorant stick and talcum			d	pearl	1.82dz	0.44dz	0.27
7001	..	..	0.27½	<b>VITALIS (172 BMCL)</b>				mini regular	2.03dz	0.49dz	0.30
7002	..	..	0.28	57 cc	0.12	0.03	0.20	super brilliant	3.49dz	0.85dz	0.52
7201	..	..	0.19	114 cc	0.215	0.054	0.36	creme	2.82dz	0.68dz	0.42
7232	..	..	0.34½	200 cc	0.31	0.078	0.51	remover lanoline	1.95dz	0.47dz	0.29
7233	..	..	0.27					oily	1.68dz	0.40dz	0.25
7239	..	..	0.11	<b>VITAPLUS (34 A&amp;H)</b>				thinner	1.68dz	0.40dz	0.25
7244	..	..	0.14	tablets 30	0.26	..	0.39	top coat	1.95dz	0.47dz	0.29
7245	..	..	0.11	60	0.48	..	0.72	<b>WRIGHT'S (1351 WLU)</b>			
7251	..	..	0.55	<b>VIVRE (1378 Molyneux)</b>				coal tar soap toilet	1.91½	0.48	0.08
7252	..	..	0.55	perfume ¼ oz	..	..	3.50	(3 dz)	(3 dz)		
7253	..	..	0.44½	½ oz	..	..	4.75	bath	1.78	0.445	0.11
blue 211	..	..	0.05½	1 oz	..	..	10.90	(2 dz)	(2 dz)		
212	..	..	0.06	2 oz	..	..	16.85	giant	1.28dz	0.32dz	0.16
213	..	..	0.05	toilet water 2 oz	..	..	3.75	<b>XYLOCAINE (68 Astra)</b>			
214	..	..	0.04	4 oz	..	..	5.75	plain			
251	..	..	0.03½	8 oz	..	..	8.50	ampoules			
201	..	..	0.12½	14 oz	..	..	14.75	0.5% 10 ml 20	1.15		
259	..	..	0.06	<b>WADE'S (1295 Wade)</b>				20 ml 5	1.05		
430	..	..	0.30	salve 15 g	0.12	0.03	0.21	5 ml 50	2.20		
72	..	..	0.24	45 g	0.25	0.06	0.44	10 ml 20	1.30		
74	..	..	0.20	<b>WATE-ON (366 Dendron)</b>				20 ml 5	1.12		
236	..	..	0.19	emulsion regular	10.11dz	..	1.20	2 ml 100	2.17		
280	..	..	0.07½	super	11.79dz	..	1.40	1.5% 25 ml	0.28		
281	..	..	0.10	tablets regular	10.11dz	..	1.20	2% 2 ml 100	2.85		
283	..	..	0.13	super	11.79dz	..	1.40	5 ml 50	2.45		
434	..	..	0.31	<b>WATER PIK (1634 Teledyne)</b>				cartridge blue			
28	..	..	0.23	model 49	..	..	18.90	2% 2.2 ml 100	2.65		
29	..	..	0.17	model 52	..	..	26.25	vials			
72	..	..	0.24	<b>WELLA (1318 Wella)</b>				0.5% 20 ml 5	0.60		
74	..	..	0.20	shampoos				50 ml	0.26		
232	..	..	0.09	almond creme rinse				20 ml 5	0.62		
233	..	..	0.08	95 cc	2.40dz	0.60dz	0.35	50 ml	0.28		
244	..	..	0.04½	lemon, herbal, medic,				20 ml 5	0.65		
245	..	..	0.05	satin foundation				50 ml	0.30		
434	..	..	0.31	bottle 55 cc	1.34dz	0.34dz	0.19	with adrenaline 1-200,000			
438	..	..	0.14	120 cc	2.24dz	0.56dz	0.32	ampoules			
439	..	..	0.30	herbal creme rinse 95 cc	2.40dz	0.60dz	0.35	1% 10 ml 20	1.35		ts
489	..	..	0.27	existing entry for bottle			d	0.5% 20 ml 5	0.60		ts
222	..	..	0.10	lemon creme rinse 95 cc	2.40dz	0.60dz	0.35	50 ml	0.26		ts
236	..	..	0.19	existing entry for bottle			d	1% 20 ml 5	0.62		ts
239	..	..	0.05	hairspray 90 g	2.16dz	0.54dz	0.32	50 ml	0.28		ts
<b>VASELINE (256 CPL)</b>				180 g	3.36dz	0.84dz	0.48	2% 20 ml 5	0.65		ts
hair cream and conditioner				272 g	4.56dz	1.14dz	0.67	50 ml	0.30		ts
75 cc	1.39dz	0.35dz	0.18	524 g	6.96dz	1.74dz	1.01	with adrenaline 1-80,000			
135 cc	2.01dz	0.50dz	0.26	75g, 150g, 250g, 320g & 450g			d	cartridge red			
hairspray & conditioner				<b>WELLCOME (208 BW)</b>				2% 2.2 ml 100	2.65		ts
120 g	2.37dz	0.59dz	0.31	cholera vaccine 1.5 ml	0.24	..	0.36	1.8 ml 100	2.60		ts
hair tonic & conditioner				leptosira antiserum				15 ml	2.00dz		
50 cc	1.495dz	0.375dz	0.20	10 ml	2.00	..	3.00	eye drops 4% 4 ml	0.40		
100 cc	2.38dz	0.60dz	0.32	typhoid vaccine				gel 2% 15 ml	1.75dz		
160 cc	3.28dz	0.82dz	0.44	monovalent 1.5 ml	0.22	..	0.33	ointment 5% 15 g	2.30dz		
existing entries for				typhoid-paratyphoid				spray 10% 82 g	1.55		
hair cream & tonic			d	T.A.B. 1.5 ml	0.24	..	0.36	mini 10% 23 g	0.75		
intensive care lotion				T.A.B.C. 1.5 ml	0.24	..	0.36	topical 4% 25 ml	0.25		
295 g	..	..	0.49	T.A.B. and Cholera				viscous 150 ml	0.52		
				1.5 ml	0.24	..	0.36	<b>XYLOCARD (68 Astra)</b>			
<b>VASODEX (61 APC)</b>				T.A.B.T. 1.5 ml	0.24	..	0.36	solution 2%			
ophthalmic solution forte 5 ml			d	aminophylline BP intramuscular 0.5 g in 2 ml pack of 5			d	disposable syringe			
<b>VATENSOL (969 Pfizer)</b>				black disease antiserum (vet.) 50 ml			d	5 ml x 5	2.10		
tablets 10 mg 100	1.31			pethidine hydrochloride				solution 10%			
40 mg 100	4.92			injection 10 mg/ml pack of 25 ml			d	disposable syringe			
<b>VEET'O' (1038 R &amp; C)</b>				stillbophen injection packs of 25 ml and 100 ml			d	5 ml x 10	4.75		
hair removing cream				<b>WELLCOVAX (208 BW)</b>				<b>XYLODASE (68 Astra)</b>			
1.735dz	0.435dz	0.22		measles virus vaccine				tube 15 g	2.75dz		
2.155dz	0.54dz	0.27		1 dose	0.70	..	1.05	<b>XYLOPROCT (68 Astra)</b>			
2.93dz	0.735dz	0.38		<b>WELSH (1612 SHP)</b>				ointment	15 g	0.65	TS
2.96dz	0.74dz	0.39		lavender flowers sachets	0.85dz	0.212dz	0.13	suppositories	10	0.55	
<b>VERONA (1276 VPL)</b>				soap	1.55dz	0.387dz	0.24	<b>XYLOTOX (970 PM)</b>			
bath pearls	1.03dz	0.257dz	0.15	water	1.65dz	0.412dz	0.25	dental solutions, plain or with			
<b>VERS TOI (1350 Worth)</b>				<b>WHISKAS (967 Petfoods)</b>				adrenaline or noradrenaline			
parfum				handy	4.11	0.65	0.08	(solutions with adrenaline or noradrenaline †s4B)			
Bijou 7 cc	..	..	3.70	(6 dz)	(6 dz)	(6 dz)		2% cartridge			
Flacon Plat 14 cc	..	..	5.00	large	4.98	0.79	0.14½	1.8 ml 100	2.76		
28 cc	..	..	8.80		(4 dz)	(4 dz)		2 ml 100	2.82		
Le Medaillon 7 cc	..	..	3.40	<b>WHITE'S DR (761 Lilia White)</b>				<b>YANI (1091 Rybar)</b>			
<b>VLACUTAN (1305 WB)</b>				Panty pads	1.47dz	..	0.15	entire entry			d
tulle 10 x 10 cm 10	0.32	0.08	0.56	air freshener blocks	1.49	..	0.05	<b>YARDLEY (1355 Yardley)</b>			
10 x 10cm 30	0.72	0.18		(3 dz)				existing entry			d
existing entry for tulle			d	<b>WILD FERN (1355 Yardley)</b>				<b>YARDLEY (1355 Yardley)</b>			
<b>VIBAZINE (969 Pfizer)</b>				soap 3362	0.138	0.035	0.22	bath salt tablets 1426	0.228	0.057	0.40
tablets 25 mg 100	1.40		†s7	spray mist 3345	0.737	0.184	1.29	Beauty Magic 1513J	0.317	0.079	0.56
<b>VIBRAMYCIN (969 Pfizer)</b>				talcum 3307	0.209	0.052	0.37	1513	0.504	0.126	0.89
capsules 100 mg 10	2.68		TS	<b>WILKINSON (1339 Wilkinson)</b>				complexion powder	1400	0.317	0.079
50	12.85		TS	bonded				de luxe compact 902	0.371	0.093	0.65
syrup 50mg/5ml 30 ml	0.84		TS	blades dispenser 5	4.32	1.06	0.37	dry skin cleansing cream	413J	0.274	0.069
existing entry of 50 ml			d	(20 pkts)	(20 pkts)	(20 pkts)		English complexion cream	414	0.311	0.55
<b>VICK (1055 RM)</b>				pillar pack 5	3.65	0.89	0.25				
formula 44				(25 pkts)	(25 pkts)	(25 pkts)					
doxylamine cough mixture				10	6.86	1.68	0.47				
small	2.20dz	0.55dz	0.29	sword blades							
large	3.34dz	0.835dz	0.44	self service card 5	7.30	1.78	0.25				
lozenges regular	2.02	0.505	0.08	(50 pkts)	(50 pkts)	(50 pkts)					
(40 pkts) (40 pkts)											
cherry, lemon, blackcurrant	2.115	0.38	0.08								
(40 pkts) (40 pkts)											
steam inhalation unit	0.375	..	0.49								



	Trade £.p	Tax £.p	Retail £.p
English Lavender			
bath salt tablets 1626	0.228	0.057	0.40
Cologne crystallized			
7270	0.371	0.093	0.65
mini spray 7245J	0.391	0.098	0.69
dusting powder 1709	0.708	0.177	1.24
perfume			
7280	0.317	0.079	0.56
7282	0.360	0.09	0.63
7283	0.474	0.118	0.83
7284	0.652	0.163	1.15
7286	0.942	0.236	1.65
7288	1.914	0.479	3.35
soap toilet			
1662	0.138	0.035	0.22
bath 1663	0.214	0.054	0.34
talcum 1707	0.209	0.052	0.37
1707L	0.280	0.07	0.49
ve make up			
pearly creams/shiners			
578	0.215	0.054	0.38
Soul Set shadows 584	0.215	0.054	0.38
palettes			
584P	0.434	0.108	0.76
quick wink mascara			
579	0.334	0.083	0.59
ather finish refill 904	0.220	0.055	0.39
ather foundation 516	0.311	0.078	0.55
undation cream 1410	0.311	0.078	0.55
und cream 415	0.255	0.064	0.45
415L	0.334	0.084	0.59
osticks 4469	0.255	0.064	0.45
large 4469L	0.300	0.075	0.53
Soul Shimmer 969	0.255	0.064	0.45
large 969L	0.300	0.075	0.53
Suki Pearl 568	0.255	0.064	0.45
large 568L	0.300	0.075	0.53
moisture tint foundation			
517	0.311	0.078	0.55
oil polish 590	0.22	0.055	0.39
ture lipids			
cream cleanser 120cc			
913	0.504	0.126	0.89
cream moisturiser 60cc			
912	0.504	0.126	0.89
skin freshener 120cc			
918	0.459	0.114	0.81
meal complexion soap			
3462	0.138	0.035	0.22
ise mist 1440	0.311	0.078	0.55
roll on 1540	0.311	0.078	0.55
se roll on 1140	0.311	0.078	0.55
in freshener 418L	0.391	0.098	0.69
upertint 551	0.274	0.069	0.48
amin skin cream 411J	0.274	0.069	0.48
411L	0.436	0.109	0.77
r men			
Black Label			
after shave 2558J	0.28	0.07	0.49
2558	0.405	0.101	0.71
anti-perspirant aerosol			
2542	0.339	0.085	0.60
stick			
2570	0.28	0.07	0.49
deodorant roll on			
2541	0.28	0.07	0.49
shower talc 2507	0.30	0.075	0.53
pre-electric shave			
2522J	0.28	0.07	0.49
2522J	0.28	0.07	0.49
2562	0.138	0.035	0.22
soap			
illiantines			
lavender oil 1734	0.22	0.055	0.39
solid 1641	0.22	0.055	0.39
ave cream brushless			
2057	0.238	0.059	0.42
lather 2056	0.238	0.059	0.42
aving foam 2051	0.371	0.093	0.65
aving soap in bowl			
plastic 2155	0.371	0.093	0.65
wooden 2055	0.56	0.14	0.98
aving stick 2153	0.238	0.059	0.42
refill 2054	0.16	0.04	0.28
after shave 2058J	0.255	0.064	0.45
2058	0.339	0.085	0.60
deodorant roll on			
2040	0.28	0.07	0.49
stick 2140	0.28	0.07	0.49
pre-electric shave			
2022J	0.255	0.064	0.45
shower talc 2009	0.28	0.07	0.49
STREL (793 MFL)			
7 lb	1.96	..	2.45
(535 Granose)			
ast extract			
3 oz	1.20dz	..	0.12½
8 oz	2.30dz	..	0.24
16 oz	3.65dz	..	0.38
ESAN (97 Bayer)			
plets 0.5 g	4	0.51	0.76
LINE (Weil)(961 EGP)			
u de Cologne			
1 oz	0.54	0.135	1.00
2 oz	0.97	0.242	1.80
4 oz	1.57	0.392	2.90
8 oz	2.38	0.595	4.40
16 oz	4.11	1.027	7.60
am bath 6½ oz	0.97	0.242	1.80
rum de toilette			
1 oz	0.92	0.23	1.70
2 oz	1.46	0.365	2.70
4 oz	2.38	0.595	4.40
8 oz	3.84	0.96	7.10
16 oz	6.49	1.622	12.00

	Trade £.p	Tax £.p	Retail £.p
atomiser			
2 oz	1.73	0.432	3.20
4 oz	2.49	0.622	4.60
parfum			
¼ oz	1.14	0.285	2.10
½ oz	1.95	0.487	3.60
¾ oz	3.46	0.865	6.40
1 oz	5.35	1.337	9.90
2 oz	8.54	2.135	15.80
4 oz	14.70	3.675	27.20
8 oz	24.70	6.175	45.70
16 oz	41.24	10.31	76.30
atomiser de luxe			
1 oz	6.16	1.54	11.40
refill			
1 oz	4.76	1.19	8.80
diffusette			
½ oz	2.05	0.512	3.80
¾ oz	3.51	0.877	6.50
Satin body perfume			
1 oz	0.81	0.205	1.50
2 oz	1.35	0.337	2.50
4 oz	2.16	0.54	4.00
Secret de Venus bath			
and body oil			
½ oz	1.89	0.472	3.50
1 oz	3.08	0.77	5.70
2 oz	5.51	1.377	10.20
4 oz	8.27	2.067	15.30
8 oz	11.78	2.945	21.80
16 oz	17.68	4.42	32.70
32 oz	29.46	7.365	54.50
soap			
2½ oz	0.27	0.067	0.50
talc de toilette			
4 oz	0.59	0.147	1.10
ZINCABAND (1127 Seton)			
(distributors 93 BJ)			
zinc paste bandage	2.40dz	..	0.30
ZOFLORA (1232 T&R)			
aerosol air freshener			
1.54	..	..	0.20
(1½ dz)			
disinfectant			
2 oz	1.02	..	0.15
(1½ dz)			
4 oz	0.175	..	0.27
200 ml	0.30	..	0.44
500 ml	0.64	..	0.96
1 l	1.16	..	1.60
2 l	2.10	..	2.80
8 oz			d

# AMENDMENTS TO KEY TO SUPPLIERS

31	AP	= Allcock Products Ltd, Derby Street, Ormskirk, Lancs. Ormskirk 73344
228	Carlton	= Carlton Laboratories (UK) Ltd 5 Manor Parade, Salvington Road, Durrington, Worthing. Worthing 63235
325	C-A	= Crookes - Anestan Ltd, P.O. Box 94, 1 Thane Road West, Nottingham NG2 3AA
560	Halewood	= Halewood Chemicals Ltd, Horton Road, Stanwell Moor, Staines, Middlesex. Colnbrook 2402
599	Henley	= Henleys of Hornsey Ltd, Alexandra Works, Clarendon Road, London N.8. 01-889 3151
624	Houbigant	= Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey. 02934 71561
804	Martyn	= Leslie Martyn Ltd, 42A Hargrave Park, London N.19. 01-263 1624
826	Medex	= Medexport Ltd, 45 Berners Street, London W1P 3AD. 01-580 1545
839	Mia	= Mia Cosmetics, 11 Dover Street, London W1X 3PH. 01-499 4741
884	NTD	= Network Technical Distributors Ltd, 335 Hendon Way, London NW4. 01-202 8200

912	O	= Oppenheimer Son & Co Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. 01-274 2076
923	OG	= Osborne Garrett Nagele Ltd, Edgware Road, London N.W.9. 01-205 0111
935	Papier Poudre	= Papier Poudre, Crompton Road, Stevenage, Herts. 0438 57241
964	Personna	= Personna International UK Ltd, Wellington House, Upper St. Martin's Lane, London W.C.2.
1121	Searle	= Searle Laboratories, Whalton Road, Morpeth, Northumberland. Morpeth 4311
1133	Shurzine	= The Shurzine Pharmacy Ltd, 478 Old London Road, Hastings. Hastings 3314
1162	Sorex	= Sorex (London) Ltd, Fulton House, Empire Way, Wembley, Middlesex HA9 0LX. 01-902 8686
1222	Taunton	= The Taunton Cider Company Ltd, Norton Fitzwarren, Taunton, Somerset. Taunton 83141
1271	Varta	= Varta Batteries Ltd, Varta House, Hanger Lane, London W5 1EH. 01-998 7551
1276	VPL	= Vernon Powell Ltd, Verona House, 54 Selsdon Road, Croydon, Surrey CR2 6XE. 01-688 8375
1346	Woodward	= W. Woodward Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. 01-274 2076
1501	DGL	= Dreamland Group Ltd, Shipyard Estate, Hythe, Southampton, Hants. SO4 6YE. 042-14 3471
1627	B&D	= A.J.Box & Drivers Ltd, Powerscroft Road, Footscray, Sidcup, Kent DA14 5EG. 01-300 3377
1628	TOW	= The Old Winemaker, Pulborough, Sussex. Pulborough 2555
1629	Nelson	= A. Nelson & Co Ltd, 73 Duke Street, London W1M 6BY. 01-629 3118
1630	R&RL	= Renham & Romley Ltd, Canfield Place, London NW6 3BT. 01-624 6223
1631	Mediline	= Mediline UK Ltd, Hillsons Road, Curdridge, Hants. SO2 2DY. Botley 2225
1632	Medicomb	= Medicomb Ltd, 19 Hanover Street, Liverpool L1 3DU. 051-709 9385
1633	Rochas	= Rochas Perfumes Ltd, 27 Grosvenor Street, London W1. 01-629 1713
1634	Teledyne	= Teledyne Aqua Tec UK, Alexandra Street, Hyde, Cheshire SK14 1DY. 061-368 7526
1635	Sas	= Sas Scientific Chemicals Ltd, Victoria House, Vernon Place, London WC1B 4DR. 01-405 7954
1636	Lennard	= J.P.Lennard Ltd, 33 Long Furlong, Rugby, Warwickshire. Rugby 4839
1637	Landaw	= L. Landaw & Co Ltd, 95 Burns Road, London N.W.10. 01-965 9381
1638	R&CHD	= Reckitt & Colman, Household Division, Hurst Street, Reddish, Stockport, Cheshire SK5 7BB. 061-432 1811
1639	S.B.A.L.	= Select Biological Appliances Ltd, Biological House, Duffield Bank, Duffield, Derbyshire.
1640	Benzon	= Alfred Benzon (UK) Ltd, Benzon House, Grimsshaw Lane, Bollington, Cheshire SK10 5NB. Bollington 3691

# THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
ALGAMAR (708 KI)			
face pack	3.00dz	0.75dz	0.46 a
ALGEMARIN (708 KI)			
existing entry			d
ALGEMARIN (708 KI)			i
cremebad			
No 7	0.40	0.10	0.75
No 15	0.70	0.175	1.30
No 30	1.25	0.312	2.25
	0.22	0.055	0.40
creme soap			
foam bath			
No 1	0.75dz	0.188dz	0.12
No 2	3.00dz	0.75dz	0.55
No 10	5.50dz	1.37dz	0.80
No 3	1.00	0.25	1.80
No 42	1.80	0.45	3.10
No 85	2.90	0.725	5.10
ALGEMARINA (708 KI)			
dry shampoo	0.52	0.13	0.91 a
ALMAY (39 Almay)			
colour n' gleam double-decker			
lip pots	0.52	0.125	0.90 •
shadow n' gloss double-decker			
eye pots	0.52	0.125	0.90

	Trade £.p	Tax £.p	Retail £.p
BEAR BRAND (1449 R&CFD)			
tub honey	1 lb	2.50dz	..
BIDEX (631 Hudnut)			
dry spray			
51 g	2.545dz	0.635dz	0.36 a
140 g	4.525dz	1.13dz	0.64
sachet			
6	0.99dz	0.25dz	0.14
12	1.84dz	0.46dz	0.26
BISKS (1530 Fisons)			
barbecued chicken			
4 meal	2.68dz	..	0.29 i
chocolate digestive	2.90dz	0.52dz	0.35 a
chocolate Vienna wafers			
4 meal	2.90dz	0.52dz	0.35
peppermint creams	2.90dz	0.52dz	0.35
BOND STREET (1355 Yardley)			
mini spray	2745J	0.419	0.105
CAPRICE (1355 Yardley)			
mini spray	2945J	0.419	0.105
CHEKWATE (103 Beecham)			
mixed flavours	1.685dz	0.305dz	a



Ring

# GEORGE ORRIDGE & Co.

for

Stocktaking — Business Transfers — Assessments

London  
01-434 1294/8Birmingham  
021-643 6547Walsall  
0922 28748Bournemouth  
0202 35832Liverpool  
051-236 7523Glasgow  
041-332 7977

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
COREGA (1178 Stafford)					pastilles				POLYFAIR (721 LC)			
denture powder small	1.265dz	..	..	0.15 a	antiseptic throat 50 g	1.07dz	0.27dz	0.16	cream shampoo	2.615dz	0.655dz	0.37 a
medium	2.055dz	..	..	0.24%	blackcurrant & glycerin 50 g	1.04dz	0.18dz	0.15	POLYHERB (721 LC)			
large	3.445dz	..	..	0.41	bronchial catarrh 50 g	1.07dz	0.26dz	0.16	shampoo sachet	0.43dz	0.11dz	0.06 a
DENTU-CREME (1178 Stafford)					Creds 50 g	1.07dz	0.26dz	0.16	bottle	1.875dz	0.47dz	0.26
standard	1.17dz	0.29dz		0.16 a	catarrh 50 g	1.07dz	0.26dz	0.16	POLYLADY (721 LC)			
large	1.585dz	0.395dz		0.22	childrens cough 50 g	0.95dz	0.23dz	0.14	permanent wave	3.535dz	0.885dz	0.50 a
economy	2.155dz	0.54dz		0.29%	Envoy 50 g	1.07dz	0.26dz	0.16	POLYSET (721 LC)			
DIMANIN (96 BA)				d	eucalyptus & menthol 50 g	1.13dz	..	0.14	bottle 8 application	1.695dz	0.425dz	0.24 a
DIMANIN (818 M&B)				i	Gee's linctus BPC 50 g	1.13dz	..	0.14	vial 5 application	1.275dz	0.32dz	0.18 i
DIPTEREX (96 BA)				d	glycerin lemon & honey 50 g	0.97dz	0.17dz	0.14	POLYTINT (721 LC)			
DIPTEREX (818 M&B)				i	glycerin thymol 50 g	1.13dz	..	0.14	3.04dz	0.76dz		0.43 a
DOCTEUR PIERRE'S (1407 Jaccaz)					liquorice mentholated 50 g	1.07dz	0.26dz	0.16	PREGESTIMIL (171 BLL)			
eau dentifrice 114 cc	4.05dz	1.01dz		0.61 c	bronchial 50 g	1.07dz	0.26dz	0.16	capsules			d
170 cc	2.40dz	1.43dz		0.86	night cough 15	1.07dz	0.26dz	0.16	PREGFOL (1352 Wyeth)			d
DOROTHY GRAY (536 GPL)					pholcodine 24	1.25dz	..	0.16	capsules 100	0.425	..	0.56%
salon formula	0.82	0.205		1.50 •	Ress-Q 1 oz	0.99dz	0.24dz	0.15	PRELUDE (1355 Yardley)			
DRAZA (96 BA)				d	tablets				mini spray 4345J	0.419	0.105	0.74 a
DRAZA (818 M&B)				i	sulphur cellobags	0.80dz	0.19dz	0.11	PROCTOR'S (662 EJ)			
DYLON (816 Mayborn)					JOY-RIDES (1178 Stafford)				Pinelyptus pastilles 2 oz	1.49dz	0.36dz	0.22 a
Batik kit	..	..	..	4.90 •	tablets 12	1.485dz	..	0.18%a	QUELLADA (1178 Stafford)			
EFFERDENT (721 LC)					KITEN (1407 Jaccaz)				lotion 500 ml	7.20dz		a
tablets 12	0.92dz	0.23dz		0.12%a	lipstick	3.00dz	0.75dz	0.46 a	QUICKIES (451 F&J)			
20	1.365dz	0.34dz		0.18%	LIBRESSE (1515 Sancellia)				antiperspirant pads	0.96dz	0.24dz	0.14
36	2.285dz	0.57dz		0.31	sanitary towels 20	4.64	..	0.29 •	eye make-up remover pads jar	0.96dz	0.24dz	0.14
ELVARON (96 BA)				d	LISTERENE (721 LC)				jar	2.40dz	0.60dz	0.35
ELVARON (818 M&B)				i	antiseptic 3 oz	1.27dz	0.32dz	0.17 a	face cleansing pads			
FAMEL (690 Keldon)					7 oz	2.09dz	0.525dz	0.28	small	0.82dz	0.21dz	0.12
syrup					14 oz	3.285dz	0.82dz	0.44	large	1.24dz	0.31dz	0.18
honey & lemon 114 ml	1.74dz	0.42dz		0.23 •	MILK OF MAGNESIA (1190 SHP)				jar	2.26dz	0.565dz	0.33
FERROGRADUMET (2 Abbott)					small	1.37dz	0.31dz	0.17 a	foot freshener pads	1.24dz	0.31dz	0.18
Filmtabs blister pack 30	0.32	0.08		c	medium	2.175dz	0.49dz	0.27	make up remover cream pads			
FERSAMAL (518 Glaxo)					large	2.825dz	0.635dz	0.35	small	0.96dz	0.24dz	0.14
syrup 200 ml	0.26	..	..	0.35 c	peppermint flavoured				large	1.24dz	0.30dz	0.18
FLAIR (1355 Yardley)					small	1.37dz	0.31dz	0.17	nail varnish remover pads	0.96dz	0.24dz	0.14
mini spray 4845J	0.419	0.105		0.74 a	medium	2.175dz	0.49dz	0.27	QUOSH (103 Beecham)			
FREESIA (1355 Yardley)					handy	1.21dz	0.275dz	0.15	orange, lemon, lime,			
mini spray 1845J	0.419	0.105		0.74 a	MILPAR (1190 SHP)				lemon/lime, orange/			
GANTS (1407 Jaccaz)					small	1.37dz	0.31dz	0.17 a	pineapple, grapefruit/			
friction gloves	0.65	0.07		1.10 a	medium	2.34dz	0.525dz	0.29	pineapple, lemon barley,			
nylon mitts	0.38	0.03		0.55	500 ml	3.87dz	0.87dz	0.48	raspberry, tropical fruit	1.565dz	0.285dz	a
GLYMIEL (1351 WLU)					MITCHUM (1520 IPM)				REVERIE (1355 Yardley)			
jelly large	1.18dz	0.295dz		0.17 a	antiperspirant cream trial size				mini spray 2845J	0.419	0.105	0.74 a
GOMINA ARGENTINA (1407 Jaccaz)					22 g	0.79	0.197	1.25 •	RUBIS POMPADOUR (1407 Jaccaz)			
hair fixative tube	2.48dz	0.58dz		0.37 a	liquid trial size				nail polishing stones	3.00dz	0.75dz	0.46 a
jar	4.54dz	1.05dz		0.67	14 cc	0.79	0.197	1.25	SCHICK (631 Hudnut)			
HELENA RUBINSTEIN (596 HR)					liquid perfumed				band razor	7.735dz	1.935dz	1.12 a
minute					28 g	1.33	0.332	2.12	refill	2.285dz	0.57dz	0.65
brush-on lipcream	..	..	..	0.95 •	'T' breath freshener	3.36dz	0.84dz	0.46	dial adjustable razor	7.115dz	1.78dz	1.03
skin life souffle cleansing cream	..	..	..	2.10	MORKIT (96 BA)				razor kit Y100	4.835dz	1.21dz	0.70
HUDNUT (631 Hudnut)					MORKIT (818 M&B)				razor blades 5	3.285	0.82	0.28
Cactus cleanser	3.385dz	0.845dz		0.49 a	NORI (1407 Jaccaz)				double-edged	(1 1/2 dz)	(1 1/2 dz)	0.19
Cream of Cactus tube	2.07dz	0.52dz		0.30	midget travelling douche	2.00	..	2.95 a	SEA JADE (1355 Yardley)			
bottle	4.42dz	1.105dz		0.64	PASTILAD (662 EJ)				mini spray	0.419	0.105	0.74 a
Fashion style small	2.685dz	0.67dz		0.38	indigestion pastilles	0.72dz	0.17dz	0.10	SENSODYNE (1178 Stafford)			
large	4.03dz	1.01dz		0.57	PERL (957 Perl)				Softex toothbrush	1.765dz	..	0.22 a
Light and Bright	2.19dz	0.55dz		0.31	Old English foam bath				SIMECO (1352 Wyeth)			
Roll Quick small	1.27dz	0.32dz		0.18	jug 2003	1.60	0.40	2.70 c	tablets	1.75	0.44	2.77
large	2.335dz	0.585dz		0.33	PHILLIPS (1190 SHP)				SONA (1190 SHP)			
JACKSON'S (662 EJ)					toothpaste standard	1.105dz	0.265dz	0.15 a	tonic bath small	1.295dz	0.31dz	0.17 a
glucose confectionary					large	1.77dz	0.42dz	0.24	large	1.98dz	0.47dz	0.26
barley sugar sticks 10	0.70dz	0.12dz		0.10 a	POLI-GRIP (1178 Stafford)				STRESS (978 PYP)			
pastilles					denture fixative cream				4 lb	1.35	..	1.80 a
Devon fruit 4 oz	0.72dz	0.12dz		0.10	standard large	1.47dz	..	0.17%a	7 lb	2.10	..	2.80
travel mints 4 oz	0.79dz	0.14dz		0.11	POLY (721 LC)				14 lb	3.60	..	4.80
lozenges					hair dye reducer	2.97dz	0.745dz	0.42 a	SUNBEAM (1199 Sunbeam)			
bismuth 25 g	0.85dz				POLYBLONDE (721 LC)				deluxe health lamp	8.56	2.41	16.95 •
bismuth dispepsia 50 g	0.99dz	0.24dz		0.15	POLYCARE (721 LC)				SYLVIA (339 CG)			
50 g	1.05dz	..	..	0.13	instant	1.06dz	0.265dz	0.15 a	sanitary towels			
lime flavoured sulphur	0.80dz	0.19dz		0.04	POLYCOLOR (721 LC)				10 size 1	1.55dz	..	0.16%•
mintettes	0.31dz	0.05dz		0.04		2.545dz	0.635dz	0.36 a	10 size 2	1.80dz	..	0.19
snow mints	0.31dz	0.05dz		0.04					existing entry for size 1 & 2			d
sulphur 50 g	1.05dz	..	..	0.13					TALIKA (708 KI)			
									eyelash grower small	4.20dz	1.05dz	0.65 a
									large	6.60dz	1.65dz	1.10
									TEGRIN (1178 Stafford)			
									shampoo	2.71dz	0.675dz	0.38 a

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ATIES (64 ACL)				VETZYME (978 PYP)					X. 89 GERIOMAR (1555 PAP)		
les original,				choc drops	0.50dz	0.09dz	0.07 •		capsules	30	0.82
ackcurrant, lemon											0.205
ney & menthol,				VINCE (721 LC)					YARDLEY (1355 Yardley)		
enthol & eucalyptus	0.36dz	0.09	0.05 a	powder	1.70dz	0.425dz	0.23 a		English Lavender		
OOD (1249 Trufood)				WATERBURY'S (721 LC)					mini spray	0.419	0.105
nfoods	0.58dz	..	0.06 a	compound 16 oz	3.775dz	0.945dz	0.54 a				0.74 a
N (96 BA)			d	WATER PIK (1634 Teledyne)							
N (818 M&B)			i	Touch-Tronic toothbrush							
ORS (957 Perl)			:	cordless, rechargeable	7.00	1.75	12.50 •				
e entry			d	WERNET'S (1178 Stafford)							
ORS (957 Perl)			i	denture powder small	1.265dz	..	0.15 a				
xe	7.20dz	1.80dz	1.00	medium	2.055dz	..	0.24½				
e	7.20dz	1.80dz	1.00	large	3.445dz	..	0.41				
ard	4.68dz	1.17dz	0.65	super medium	2.48dz	..	0.29½				
EF (1176 Squibb)			•	WILD FERN (1355 Yardley)							
ules 250 mg	20	2.81	TS	mini spray 3345J	0.419	0.105	0.74 a				
	100	13.50		WITCH STIK (1363 SAL)							
500 mg	20	5.53	TS	solid witch hazel 10 g	2.15dz	0.53dz	0.29 i				
	100	26.65		existing size			d				
o 125mg/5ml				WRIGHT'S (1351 WLU)							
100 ml	1.40		TS	deodorant stick 70 g	2.39dz	0.60dz	0.34 a				
250mg/5ml 100 ml	2.81		TS	talcum powder	1.045dz	0.26dz	0.15				

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# CHEMIST & DRUGGIST

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vol 13 no 3 September 1972

Commencing March 1973...

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**More Frequent** – The main price list, currently issued quarterly, will be published every TWO months from March 1973. Six issues a year instead of four, each updated to save you time and trouble.

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# Comment

## Going for principles

The National Pharmaceutical Union Executive Committee seems to be having a struggle with its conscience in deciding policy on the "principles" of European pharmacy, adopted by the profession in the Six".

Having accepted three of the principles in June of this year, the Executive is now "sharply divided" on the question of out-of-hours service, and proposes to investigate (yet again?) the evidence of inadequate facilities (p. 629). Meanwhile it is held that there is "widespread access" to emergency pharmaceutical services outside normal opening hours.

In its lack of decision, the Executive is undoubtedly reflecting the opinions of the NPU membership—indeed, the profession. There was a similar division of opinion among pharmaceutical committee representatives when they considered the relevant clause in the Linstead report, and among South-London NPU members at a Mallinson House "open day" earlier this year—though there was more general support for a 24-hour service at the British Pharmaceutical Conference in Keele, when co-operation between hospital and general practice pharmacy was mooted as an answer to the problem.

Most of the arguments against the provision of a service have centred on mechanics rather than principles, however, and in the European context it could surely be the "principles" that take precedent at this stage.

Is it possible for the NPU—or anyone in pharmacy—to support the Europeans' claim to a monopoly of medicines sale and supply, limitation of outlets (and thus a degree of protection from professional

competition), and the duty (and right) to control medicines at all stages from manufacture to dispensing, without at the same time accepting the responsibilities the Europeans themselves propose to accept?

In the "charter for European pharmacy" it is stated that pharmacists brought into association under the Treaty of Rome shall solemnly aver that they have a social function to perform in the interest of public health, which must not be left to individual initiative. This would surely imply that there should be collective responsibility where the provision of a service would bear unduly on certain members of the profession. The Brussels system of a pharmacy being "on duty" for about three one-week periods in a year (C&D October 14, p545) shows that the burden can be distributed fairly in practice.

### Government thinking

There is another "principle" in the EEC pharmacy "charter"—"the pharmacist's fees must be justly proportioned to his responsibilities, obligations, functions and social position." Thus Britain's EEC entry could bring the whole of the European profession's influence to bear on government thinking concerning payment for pharmaceutical services.

At the LPC representatives conference, one delegate made this point in connection with rural dispensing: "If it is difficult for patients to obtain medicines, that is a pharmaceutical, not a medical problem."

When deciding on "principles" for Europe, it might be better for the profession to be showing how much the public requires the services of the pharmacist—so that in turn, it can demand the right to be paid for providing that service.

## Irish Society's new officers

**Robert J. Semple**, MPSI, the new president of the Pharmaceutical Society of Ireland and is a native of Moville, co Donegal. Semple has had experience of many aspects of pharmacy including hospital services and community pharmacy; his interests now lie in the pharmaceutical industry and he predicts an expansion of career opportunities for graduates, arising from the projected growth of the industry in Ireland. He is a member of the Institute of Pharmacy Management.

The new President was first elected to the Council in 1958. He has held the offices of treasurer (1968-1970) and of vice-president (1970-1972). He is current chairman of the Post-Graduate Education Committee. He is also a founder member and the first chairman of the Hospital and General Practitioners' Association.

Mr Semple is keenly interested in plans for structural changes within pharmacy, necessary to comply with EEC principles,



Mr R. J. Semple

These include the harmonisation of academic qualifications with a view to the mutual recognition of professional qualifications and the enactment of appropriate medicines legislation. The new president hopes that the planned extension of the degree course

to four years' duration will become a reality in the near future. He will urge the early implementation of legislation as proposed by the Poisons Council (*Comhairle na Nimheanna*). Mr Semple aims at maintaining and improving where possible, the good relations existing at present with kindred health professions.

The new vice-president, Dr Boles, comes of a family steeped in pharmacy, his father and a brother and sister being also pharmacists. A quiet, unostentatious worker he has been on the Council since 1965. As a member of the Joint Health Services' Negotiating Committee he played a leading part in the negotiations leading up to the implementation of the new Health services scheme while he has been no less active or effective as the Society's representative on the Working Party on Drug Abuse. He was also the Council's nominee on the joint medical and pharmaceutical committee for the drafting of the Irish national formulary. He is married and has a young family.

Mr E. Burrell who is the Society's treasurer has been keenly interested in pharmaceutical politics since his student days. He is acknowledged as one of the profession's outstanding impromptu speakers and has few peers as an after-dinner speaker.



# Professional News

Conference of Scottish Pharmacists

## The problem of drug misuse: pharmacists and doctors must work together

There is a continuing need for pharmacists and doctors to get together and exchange information concerning the misuse of drugs, said Dr F. Fish, reader in pharmacognosy and forensic science, Strathclyde University, when speaking on "Misuse of drugs" at the conference of Scottish pharmacists held at Aviemore on October 22.

Nobody denied the doctors' right to prescribe as they wished, but "we think they should stop and think how they are prescribing and for whom". Dr Fish questioned whether doctors realised to what extent they contributed to the drug misuse problem. He also added there was need for a policy of education on all aspects of the drug problem at all levels. Education was required for doctors, medical students, those in the paramedical services, teachers and most especially the young.

Pharmacists, who should be intimately associated with health education, must not only be vigilant with regard to the issue and security of drugs, but should also be prepared to pronounce on the real dangers of drug abuse.

### Need for information

Drug misuse was a constantly changing problem and there was a need for reliable up-to-date information. The development of the recent problem could be traced over the past decade, during which there had been a spate of legislation attempting to contain the escalation of drug misuse. That legislation had been responsible for changing the situation. As controls have tightened on one group of drugs, so increases in misuse of other substances have occurred.

Whilst the picture varied, there were a few broad areas—within which CNS drugs figure constantly—where doctors and pharmacists should heed the dangers of over supply. Not all the drugs have accepted places in medicine, but as the expert on drugs, the pharmacist must be knowledgeable also in the totally illicit substances such as LSD, cannabis and other hallucinogens.

In Britain a number of types of dependence were recognised, including those relating to morphine, cocaine (seldom encountered alone, usually associated with diamorphine dependence, LSD, amphetamine, barbiturates and cannabis). To some extent drugs were "convertible currencies" and multiple drug use was not infrequent.

A side effect of the Dangerous Drug Regulations 1968 was that certain addicts, unable to obtain what they regarded as

adequate supplies from drug treatment centres, turned their attention to barbiturates for intravenous use. As an example of the rapid spread of information amongst those in the "scene", not only did it become known that barbiturates would give a "buzz" but also that certain branded products were preferable for that purpose. Hence a certain selectivity in obtaining particular barbiturates by fraud or theft.

Recent Home Office figures show that the total number of addicts has remained fairly stable. Methadone is the commonest drug used by known addicts.

Communication is undoubtedly a factor in drug misuse both at international and local levels. Dr Fish said one was bound to question the policy of some operators in the mass media who not only sought to sensationalise anything and everything concerned with drugs, but who sometimes referred to specific formulated products by their trade names. "This practice is not necessary and is to be depreciated".

A study of the figures and arrests in connection with offences in which drugs were central to the crimes committed in Glasgow since 1969 show:

- a year by year increase, with the first eight months of 1972 giving a total almost equal with that for the whole of 1971.
- the involvement in the main of young people—an increasing number of school age.
- a greater involvement of males.
- the major drug—in the euphoria context—is cannabis.
- the decline in misuse of amphetamines since a voluntary ban on prescribing in January 1971.
- the increasing availability of LSD.
- the emergence of methaqualone, the control of which from 1971 was clearly needed.

Although the figures in relation to the prescribable Dangerous Drugs are relatively small, most refer to pharmacy break-ins and are important in relation to illicit supplies for the recently increased number of "hard drug" users, especially morphine users, in the city.

### Self-poisoning

Another aspect of drug misuse is self-poisoning, a problem involving the pharmacist and in which the general medical practitioner is deeply implicated.

Many millions of prescriptions are issued for sedatives, hypnotics and tranquillisers. A significant quantity of such preparations were not used, but hoarded possibly to be-

come the target of "pleasure seeking" youngsters or the means of attempted destruction by unhappy and frustrated members of society. Not all self-poisoners were bent on self-destruction but some of them achieve it, especially with hypnotics and more especially if these are consumed with alcohol.

Recent studies at the Western Infirmary, Glasgow, reveal that self-poisoning now account for 16 per cent of all the adult (over 15 years old) acute medical admissions. The incidence has risen constantly since the inception of NHS but the graph has risen much more steeply in the last decade, the increase coinciding with that found in other forms of drug misuse. The ratio of female: male self-poisoners has narrowed. Barbiturates are used in per cent of cases, other hypnotics—especially methaqualone and to a lesser but of important extent, nitrazepam and glutethimide—as one group, and tranquillisers—chiefly diazepam and chlordiazepoxide—as another, now account for similar percentages of the total, with antidepressants being the major drugs in about 10 per cent of cases. None of the latter group appeared in the 1965 figures.

Most of the aspirin misuse and some of the mis-used paracetamol is obtained over-the-counter sales—but a disturbing fact is that the vast majority of mis-used drugs are prescribed medicines.

## 'Become security minded'

The second contribution is the morning session was by Mr E. M. Dalglish, assistant chief constable, Glasgow. He urged pharmacists to become security minded—"if the thief is kept outside, the dangerous drugs are safe inside".

Nobody wanted to be dragged out at night to see the result of a break-in—nor arrive at his premises on Monday morning to find premises in disarray. Pharmacists should look at their premises and seek the help of the police crime prevention service. Such action would not only be of benefit to the pharmacist but would also help to contribute to reducing the amount of drugs in illicit circulation.

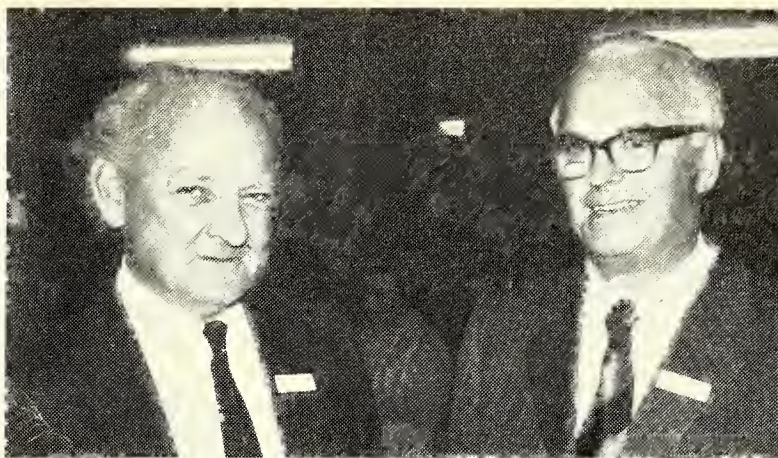
The Misuse of Drugs Act 1971 will impose quite a strict control of drugs covered by the Acts. He understood that certain firms supplying drug cabinets have "jumped the gun" and are making approaches to pharmacists, hospitals and nursing homes. As this part of the proposed new legislation had not become law he was unable to give authoritative approval or disapproval to these cabinets. He recommended pharmacists to be careful if they received any approaches about such cabinets and seek the advice of the local police. There was the possibility of getting approval from the police for systems other than the use of such cabinets, and pharmacists should aim to get "closer to their local police officers" and seek guidance. Nothing but good could come out of such good relationships and they would often avoid the pharmacist becoming involved in drug misuse problems.

A disappointing feature of the security of drugs by retail pharmacists was the lack of response to suggestions to run down stocks. In Glasgow the police carried out a survey of every pharmacy and officer





J. Stewart, chairman of the Scottish Executive, with Mrs. Macmorran and Mr J. A. Myers



Dr W. R. L. Brown, the Macmorran lecturer, and Mr A. Roxburgh

round to encourage pharmacists to think about the security of the fabric of pharmacy. They also raised the question of overstocking. Dangerous Drugs of the 30-40 year vintage" were found. In some days of good communications and series such accumulations were unnecessary. He asked pharmacists to find a reasonable "norm" for their stocks. About the forgery of prescriptions, Mr Dalglish said a great deal could be and was in curtailing this crime. He did not suggest that every script should be subject to an unreasonably minute scrutiny, but when your suspicion is aroused—when you look at a prescription more than twice at that moment you should check carefully. Don't keep your suspicions to yourself, get on the telephone to the local police.

An early warning system has been instituted in Glasgow whereby the local police are contacting either Dr Fish or Dr Dalton, could have a message passed to wholesale chemists who will in turn disseminate it to every pharmacist in the area. The scheme had been so successful that it was being used in areas other than the use of drugs.

Could I suggest that you get into a better relationship with your local police drug squad officers, whether it concerned security or any other matter. If you have a problem in connection with drugs, discuss it with them so that appropriate action can be taken. The proceeds of one quantity of drugs being obtained illegally lead to a great number of people being introduced to the misuse of drugs and its terrible consequences."

In the Misuse of Drugs Act 1972 Mr Dalglish said he regretted the omission of control of the intravenous barbiturates. On the matter of education he had some misgivings in respect of teaching young people "something of which they have no knowledge" possibly engendering sensitiveness. It might be better to include dangers of drug abuse in a general health education programme linked with dangers of tobacco, alcohol, etc, removing the possible glamour afforded to drugs when dealt with in isolation.

During the discussion some members pointed out that publicity concerning drugs had come from the police. Mr Dalglish said it was often difficult to control what was to be released.

Another suggested that the "NP" scheme should be banned from CNS drugs. Mr Stewart reminded everybody that it was a

question of "balance", it was difficult to see where one responsibility ended and another began. When asked about drug treatment clinics, Dr Fish and Mr Dalglish agreed that there was not sufficient provision for treatment at this time. The problem was there was no one method of approach. It was agreed that only a few could be treated at a time. Facilities are not adequate.

Mr J. Myers suggested that the enormous numbers of prescriptions for barbiturates and tranquillisers were "marriage licences" for taking drugs legally. The

police should be lecturing to parents and teachers. "We are failing to teach children how to attack the battle of life."

A member criticised Executive Councils for stamping of prescription forms with the doctor's name and address in addition to his reference number. It gave added information to the would-be forger.

Mr A. Roxburgh, Glasgow, wanted a routine set down for the destruction of Dangerous Drugs, but another member said that his professional integrity had been accepted when he had advised that drugs had been destroyed.

## The hospital pharmacist as an applied scientist

*The first Macmorran Lecture was given by W. R. L. Brown, chief pharmacist St Bartholomew's hospital, London, at the afternoon session of the Conference of Scottish Pharmacists. The title was "The hospital pharmacist as an applied scientist."*

Dr Brown said his address required two definitions: What is a hospital pharmacist? and What is an applied scientist?

In his view a hospital pharmacist was better referred to as a pharmacist who was practising his profession in a hospital environment.

He continued. "We have grown accustomed or perhaps *conditioned* to think of and to refer to hospital pharmacists, general practitioner pharmacists, industrial pharmacists and academic pharmacists. I would prefer a terminology which refers to pharmacists practising in hospital, pharmacists engaged in general practice, pharmacists employed in or by the drug and medicines industry and pharmacists engaged in academic pursuits (this meaning teaching, research and learning). The difference in terminology which I prefer is that the word *pharmacist* comes first.

"There may be a variety of ways in which the pharmacist can achieve his professional aims but these aims must be eventually to make a contribution to the wellbeing of the patient. In whatever field of practice we find ourselves functioning as pharmacists, let us not lose sight of these aims as they are the reason for our very existence.

"Wellbeing means a reduction in the time it takes the patient to return to being a fully participating member of the community, or a reduction in the discomfort or pain which he experiences while in an abnormal or diseased state, or, in the final

analysis, in reducing the agony of leaving this life.

"As pharmacists we can contribute to the alleviation of human suffering (directly or indirectly) in all its aspects. It matters not in what field we choose to practise . . . but if we lose sight of our ultimate professional aims then we prostitute our profession. Let us also be clear in our minds that no one field of practice of our profession can function completely independently of the others.

"It is not my objective today to put the entire world of pharmacy to right, but it is my objective to try and demonstrate how the hospital pharmacist can come, at least close to, achieving, what I believe to be the purpose of the profession."

Dr Brown reiterated that the hospital pharmacist could not function in isolation from his fellow pharmacists. He was dependent upon the support of all the other sections of the practice of pharmacy. Further if he did his job properly he would also depend upon collaboration with disciplines practising within the hospital. For example, any one who set out to establish a quality control system for medicinal products in a hospital and ignored the facilities and expertise available in the chemical pathology department was ignoring an opportunity of extending his own expertise and range of activity, of econo-

*Continued on p646*



## The applied scientist's training need

Continued from p645

missing on the use of apparatus and perhaps even contributing to the knowledge, expertise and range of activities of the chemical pathology department.

An applied scientist was, or should be, versed in the knowledge of one or more of the generally recognised scientific disciplines. Pharmacy was fortunate in being multi disciplinary. He should be trained in how to acquire more knowledge and remain familiar with advances in his disciplines. Even more importantly his mind should be trained to 1) recognise a problem, 2) to define it, 3) to devise methods of investigating the problem, 4) to analyse and compare the results of the investigation and, 5) when possible, to reach a conclusion from the investigation or, if a positive conclusion was not possible, at least advance a hypothesis which could lead to further investigations depending on its pertinence. This is a facile definition of a scientist.

The applied scientist, unlike the so called pure scientist brought his essential scientific analytical approach to bear on problems which had an immediate practical significance. There was an interdependence between the two types of scientist since the interests of the pure scientist might be influenced by the use to which the results of his labours were being put by the applied scientist.

### Get close to the patient

So what was in a name? It was obviously a question of degree but equally obviously, "if we accept as our aim the wellbeing of the patient, the closer we get to the patient the more applied our science will be. I would stress here that the development of the role of the pharmacist as a scientist in hospital practice could have a profound effect on the practice of the profession in other fields. The hospital pharmacist is often the first pharmacist the future general medical practitioner or consultant meets and the impression created at that stage can influence the attitude of medical practice in general to pharmacy". If we were to go forward as partners with those in medical practice in improving the wellbeing of our patients it was important that the first impression was good.

The hospital pharmacist in his aspirations as an applied scientist had potential advantages over his professional colleagues. He, worked in closer proximity to the patient and medical partners than pharmacists practising in either the academic or the industrial field. He had the advantage over the general practice pharmacist of having at his disposal at least potentially more readily available scientific facilities, equipment and collaboration. But whatever he achieved could only be to the benefit of the profession as a whole.

Dr Brown then considered the applied science involved in the dispensing of tablets, bearing in mind the references to recognise, define, investigate analyse, compare and conclude. "First—the mechanics. Is there a problem? Do we walk about too much? Do the patients wait too long? Are the tablets arranged in the best order? Where are they located in relation to the point of receipt of the prescription, the containers, the labels, the point of issue? How do we answer these questions? We draw a plan with flow patterns and measure them—then consider the alternatives. Time the existing operation and decide if it is worth changing everything around. If it is, change it and time the new operation. If the second operation takes longer than the first one we blow 'a gasket' and go back to the first one."

### Worthwhile exercise

Many would call that work study or management and perhaps it was but it was also a simple example of the principles of applied science. If it saved the patient waiting time and released the pharmacist and his staff for other pursuits then it was a worthwhile scientific exercise. There was, however an aspect to this problem other than the mechanics and that was to ensure that the right drug reached the right patient in the proper form and that he knew how to use it as it was intended to be used. "Here is where the pharmacist really becomes an applied scientist and a professional practitioner." Only the pharmacist, not the work study or management expert could appreciate the potential danger of the material being handled, the hazards in their usage and the safety checks necessary in their processing and issue.

The applied scientist should not be content with a procedure which "will do" but would apply science to determine that which was the best one in the use of equipment, space and manpower, compatible with the accuracy required in the product. Having established a procedure, methods must be devised to ensure its continuing efficiency and the faithfulness with which it was followed by its operators. "This is the process of quality control."

"If we look for an example of the production of medicines in hospital practice in which the initial formulation is simple but the subsequent processing of this formulation is complex, we need look no further than intravenous fluids. Firstly we need apyrogenic water. Does the still being used produce apyrogenic water? How does the water get to the point of use? Is there a possibility of microbial contamination? Is there a possibility of the production of pyrogens before the water is used? Are the solids to be dissolved in the water apyrogenic? Do we dissolve and mix these solids effectively? Do we subject the solution to a process which reduces the particulate matter content to an acceptable level? What is an acceptable level? Do we distribute the solution into its final containers in a manner which excludes particulate and/or microbial contamination? And do we secure the container with an adequate closure? (an adequate closure meaning one which will preclude the contamination of the contents of the container during its subsequent sterilisation and storage up to the point of

administration). Do we subject the product to a process of sterilisation which we guarantee the sterility of every individual container? Do we then also subject the product to an examination which guarantees its suitability for use with regard to particulate content? Do we ensure that the product reaches the point of administration in a satisfactory state?

"Each and every one of these questions which I have asked should be recognised as a potential source of pharmaceutical inacceptability. Each should be investigated to find the optimal procedure. The decision on the process to be followed will depend on the results of the whole investigation."

A few hospital pharmacies were inspected by the DHSS and it was recommended that the majority should suspend production of intravenous fluids and that others should be investigated. Later regional pharmacists considered and judged the cases and decisions were made to cease production because the facilities failed to meet the "orange guide". That guide was no more than "applied science". In each case the hospital pharmacist had not been properly equipped or financed and had failed to apply the science of his profession.

It should be recognised that for many years hospital pharmacists had "soldiered on" in spite of staff shortages and difficulties. But that could not continue. "We must not undertake responsibilities without financial reserves and we must demarcate the resources to ensure the creation of job satisfaction. We are individually members of a profession and as such responsible for our actions and in turn we must have the right to expect to be convinced of the corrections of any advice, direction or instruction we receive."

Dr Brown enumerated a number of examples where hospital pharmacists had "applied science" in their pharmacies mentioning the work of Dr Harold Davis, Dr T. D. Whittet, Mr J. W. Hadgraft, Mr Wing, Mr J. A. Myers, Mr G. Calder, and Mr A. Roxburgh.

### Noel Hall opportunities

There was currently a tremendous reservoir of applied science in hospitals. For too long had there been a dependence on the overtime of dedicated individuals.

The Noel Hall report had now provided the opportunities throughout the region by the changed career prospects. Dr Brown believed that applied science projects could be established and incorporated in the new regional quality control centres of the DHSS.

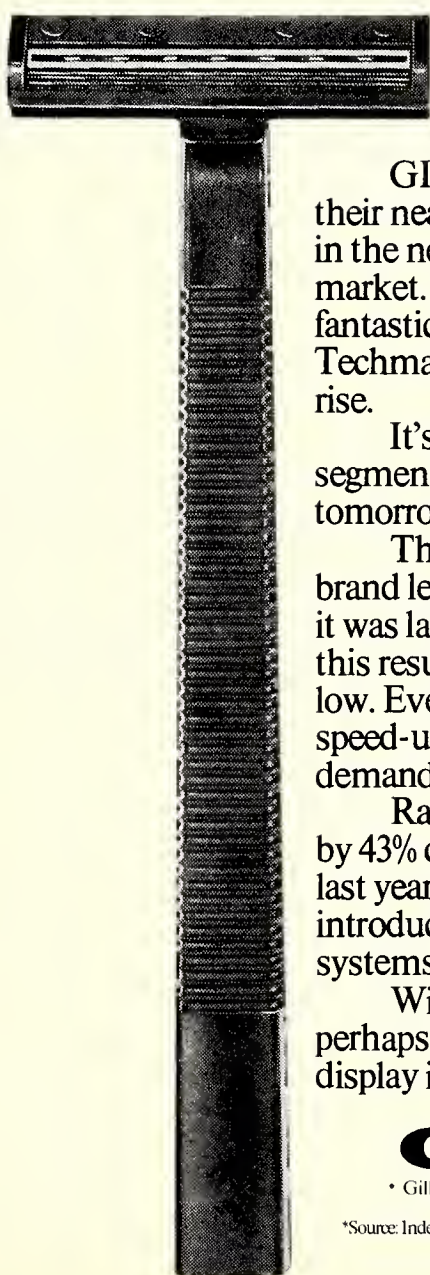
The new knowledge gained could be fed back to the "centre" and passed out again to all who could benefit. However, it should not be taken that he was suggesting that research was the main job of pharmacists. "Our *raison d'être* is to get medicine to patients," but a full recognition of pharmacy would only come from the research that was undertaken.

Professor Hugh Campbell in thanking the speaker for the lecture mentioned the presence of Mrs Macmorran and other members of the family. He thought there was a need for pharmaceutical educationists to read the lecture. He had known George Macmorran and his views on pharmacy. He knew that he visualised that scientific training should increase.



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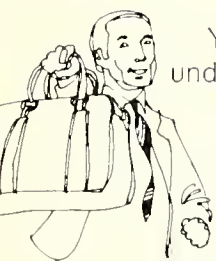
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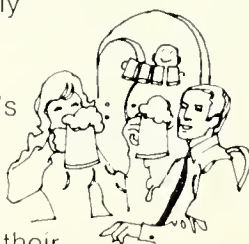
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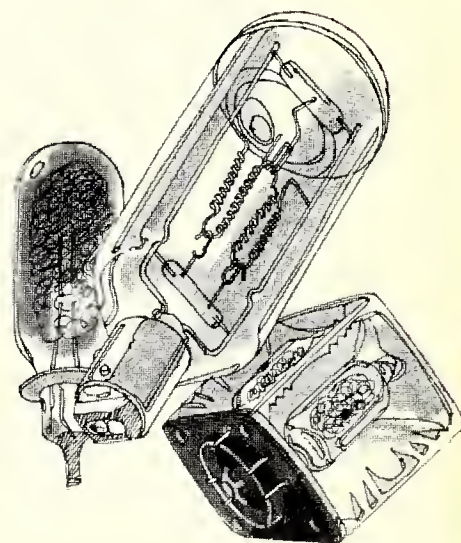
\* delete as required, and give Wholesaler's name and address if necessary.

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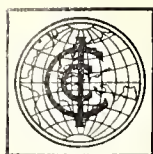
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**announce the following prices effective from 1st November, 1972.**

Product/Pack Description	R.S.P. per retail pack <i>See Note 1 below</i>	Retail packs per std. outer	List price per std. outer (Excl. Tax) <i>See Note 2 below</i>	P. Tax per std. outer
	p		£	£
Anadin 4s	4	48	1.19	0.30
Anadin 8s	7	48	1.97	0.50
Anadin 20s (shrink wrapped)	18	24	2.75	0.69
Anadin 20s (display outer)	18	24	2.75	0.69
Anadin 20s (shrink wrapped)	18	48	5.49	1.38
Anadin 50s (shrink wrapped)	32	6	1.24	0.31
Anadin 50s (shrink wrapped)	32	12	2.46	0.62
Anadin 100s	53	6	2.04	0.51
Anbesol for mouth ulcers	22	12	1.71	0.43
Anne French Cleansing Milk 37cc	15	12	1.09	0.28
Anne French Cleansing Milk 84cc	25	12	1.83	0.46
Anne French Cleansing Milk 206cc	45	6	1.64	0.41
Anne French Moisture Cream Cleanser Tube	20	12	1.47	0.37
Anne French Moisture Cream Cleanser Jar	30	6	1.11	0.28
Anne French Golden Tan	20	12	1.47	0.37
Bismag Powder standard	14	12	1.10	0.28
Bismag Powder large	25	12	1.91	0.48
Bismag Tablets 75s	15	12	1.12	0.28
Bismag Tablets 165s	25	12	1.91	0.48
Bisodol Powder standard	14	12	1.10	0.28
Bisodol Powder large	25	12	1.91	0.48
Bisodol Tablets 30s	15	12	1.14	0.29
Bisodol Tablets 100s	34	6	1.30	0.33
Bisodol Rollmints	7	12	0.54	0.14
Compound W Wart Remover	17	12	1.30	0.33
Dristan Tablets 24s	26	12	2.35	—
Dristan Nasal Mist	22	6	0.99	—
Fibrosine Balm	20	12	1.55	0.39
Freezone Corn Remover	16½	12	1.23	0.31
Glow 5 Beauty Mask Sachet	10	24	1.49	0.38
Glow 5 3-Sachet pack	22	12	1.60	0.40
Immac Cream Sachet	10	24	1.46	0.37
Immac Cream 27g	25	12	1.84	0.46
Immac Cream 54g	40	6	1.45	0.37
Immac Lotion 78g	35	6	1.29	0.33
Immac Aerosol	110	6	3.97	1.00
Kolynos Super White Dental Cream 57g	13	12	1.00	0.25
Kolynos Super White Dental Cream 88g	18	12	1.38	0.35
Kolynos Chlorophyll Toothpaste 45g	13	12	1.00	0.25
Kolynos Fluoride Toothpaste 53g	13	12	1.00	0.25
Kolynos Denture Fixative 19g	14	12	1.25	—
Kolynos Denture Fixative 49g	22	12	1.98	—
Pineate Honey Cough Syrup	18	6	0.69	0.18
Powerin Tablets 12s	15	12	1.19	0.30
Powerin Tablets 30s	29	6	1.11	0.28
Preparation H Ointment 27g	26	12	1.98	0.50
Preparation H Ointment large	45	6	1.71	0.43
Preparation H Suppositories 6's	21	12	1.60	0.40
Preparation H Suppositories 12's	37	6	1.42	0.36
Sek Ointment	24	6	0.91	0.23
Targon Oil and Tar Remover	15	12	1.36	—

1. Fixed retail price for medicinal products, recommended price for other goods.

2. Prices are per standard outer, *not* per dozen.

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## Six months' experience of the new Health Scheme

claim by the principal officer of the Department of Health, Dr J. A. Robins, that pharmacists operating the new Health Scheme in the Eastern Health Board area were receiving a return of approximately 35 per cent on the average prescription item of £0.81, was hotly disputed from the floor during a discussion "A review of the operation of the Health Services for the initial six months". It was also Dr Robins' assertion that the cost of medicine for Dublin patients was proving 50 per cent greater than the cost of the doctors' fees. Mr Sean Hillery and others challenged Dr Robins' figures and claimed that he had distinguished how much of the 35 per cent was actual profit for the pharmacist opposed to costs and expenses. They pointed out that the pharmacist received an average of 21p per item, of which 3p represented a container cost and a wastage allowance, leaving a net figure of 18p. Dr Robins said it was obvious they were using at cross purposes, but the figures had been given had come from the corner. He pointed out that at £12.40 for an average patient in Dublin city and county for prescribed medicines alone, the Dublin rate was considerably higher than Wicklow (£5.85) and Kildare (£4.40). The number of items of medicines and appliances in Dublin worked out at an average of 15.4 compared with 6.1 in Wicklow and 4.8 in Kildare. In Northern Ireland the annual per capita cost of prescribed medicines in family doctor service was about £6, the average number of items 6.5. Dr Robins said the exceptionally high rate of consumption in Dublin was to some extent influenced by the fairly large number of elderly persons and young children treated but the main explanation lay in the fact that patients in Dublin tended to use the free health services rather liberally.

### Cost of antibiotics

Dr Robins felt that the figures for Dublin were most likely to reflect what the experience for the rest of the country would be. In volume and cost antibiotics were clearly the main category of medicines in the Eastern Health area, amounting to about 12 per cent of all prescriptions and representing about 13.5 per cent of the total cost. Next came analgesics and coughs (8.5 per cent), followed by tranquillisers (8.2 per cent) and hypnotics (6.1 per cent). A total of 10 doctors and 1,178 pharmacists were participating and about 840,000 persons were eligible.

Dr W. E. Boles, the Society's treasurer, said that some pharmacists participating in the Eastern Region had been disappointed at the volume of dispensing and others

had been surprised at its extent. The "spread" had been determined by the distribution of medical card holders and the varying popularity or accessibility of the participating doctors. There had been difficulties of interpretation of the details of the scheme: of the working arrangements for the submission of prescriptions for payment and also difficulties of interpretation of the payment sheet. Dr Boles deplored the action of some pharmacists in canvassing for patients by word of mouth and circular and said it was hard to understand in view of the relatively low payments involved.

When the scheme was being negotiated they had been told that foods, glucose preparations, squashes, wines, Complian, etc., were not being permitted because they were not medicines, but they were still being prescribed in Dublin and the pharmacist was left to do the refusing—which was embarrassing. Dr Boles felt the effect of these prohibited lists was to reintroduce discrimination. It was unacceptable that he should be obliged to censor doctors' prescriptions. If a preparation had any therapeutic value it should be permitted; if it was believed to be of no medicinal value, should it be left on the market at all?

### Restrictions criticised

Drawing attention to the fact that there was a limitation on vaccines, Dr Boles said the pharmacist was the channel of distribution for perhaps 98 per cent of preparations, so why distribute any other medicines at all through another channel? The pharmacist in the Republic was not allowed to hold oxygen but was so permitted in the UK.

Many doctors were under heavy pressure, and there had been a growing number of complaints about illegible prescriptions: with greater work on the pharmacist the time available for resolution of the queries had been much reduced.

Dr Boles said the development of prescribing bigger quantities, thereby reducing the frequency of the patient's visits, must be resisted by pharmacists as it ate into potential earnings. In the Eastern Region the greatest complaint had been the large quantities prescribed on prescription from hospitals. In some cases the forms appeared, to have been used as free notepaper and had been given to persons not eligible. It had been exceptional to find a medical card number on hospital prescriptions and in his experience the quantity had been generally in excess of one a month and frequently marked "repeat".

Dr Boles said the dispenser should always code the quantity at the time of dispensing—no matter how busy. It had been said that pharmacists would not need

to check payment sheets, but he felt the sheets should itemise each preparation. A serious complaint was that if a pharmacist dispensed in good faith an item which the Department regarded as an excluded item, he was not paid. Nor was he even informed, and it was only by careful searching of the payment sheet that he could find out.

The main problem experienced in the Eastern Region, said Dr Boles, had been the clerical work which could be heavy if it accumulated. The inception of VAT on November 1 would be a crushing burden on those involved. "I wonder if it will not yet come that some pharmacists will have to close for two or three days to get their affairs sorted out".

In conclusion, Dr Boles said the scheme had been a tremendous help to pharmacists in the Eastern Region many of whom had been literally "hanging on" for years. They had at last fallen into their rightful position in the community. The scheme had meant an average of about £20 extra net profit for each contractor. "We would all like a better reward and this money is hard earned".

Pharmacists had fought hard that a quantity limitation should be written into the doctors' agreement but the Department claimed it would be an interference with the doctor's right to prescribe. "Now, however, we find that the Department, without even consultation, have interfered with, indeed cancelled, the doctor's right to prescribe certain items."

Dr Boles promised that the Committee would work to raise the remuneration to a realistic and adequate level. There would be a review within 18 months and it was written into the agreement that a retrospective adjustment was a possibility. There had been complaints of lack of communication from the "Contractors' Committee" but it would need all the information it could usefully get to make its case and he urged all pharmacists to be vigilant and unrelenting on points of principle. There must be an efficient network ensuring a flow of information both ways. The initial review would be the most important of all and would be the opportunity.

*Continued on p654*

### Advertiser's announcement

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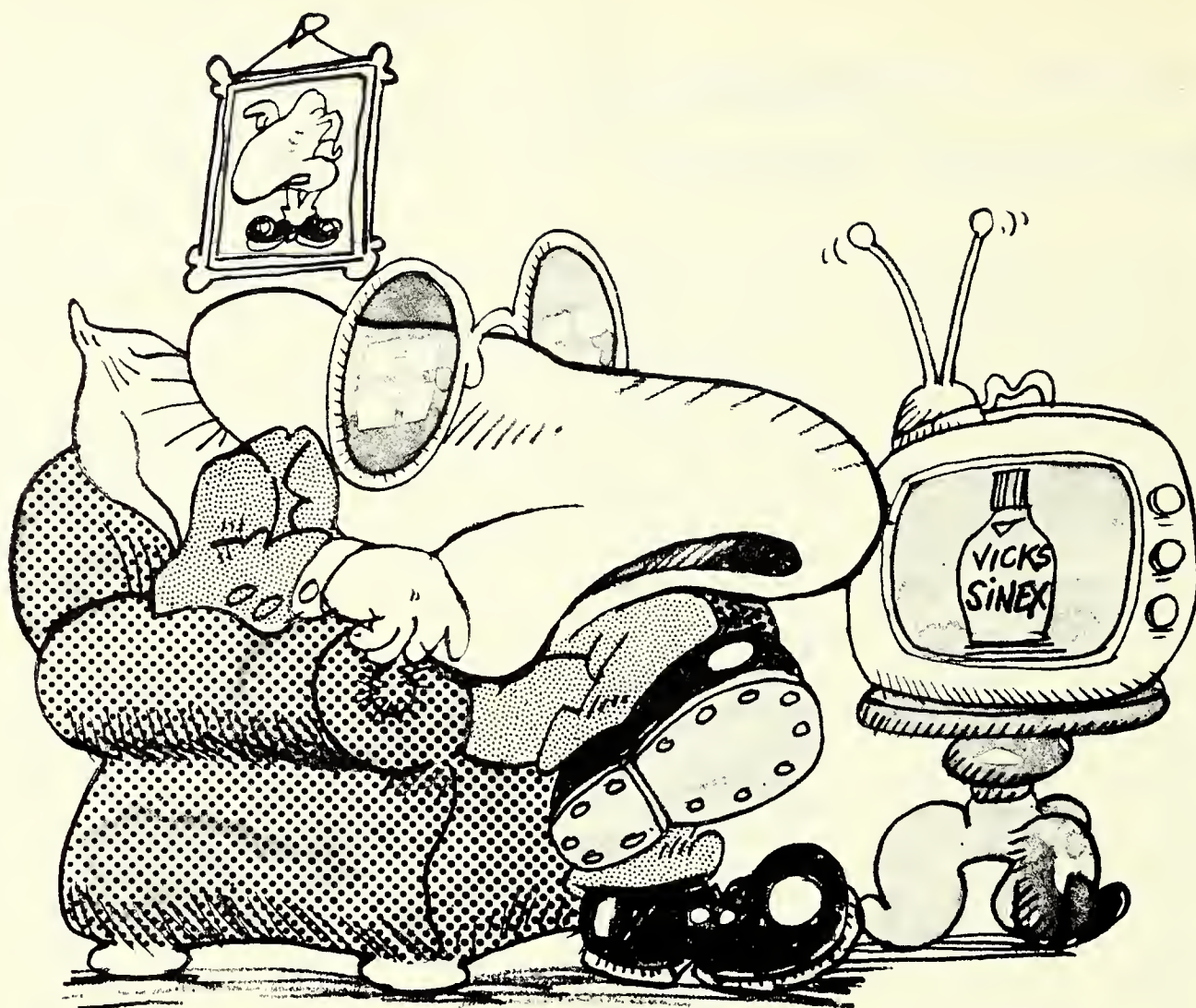
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## Irish Congress

*continued from p.651*

tunity to get the new scheme on to a proper and economic basis.

Dr Aidan Meade, Eastern Health Board, was of the opinion that doctors should not dispense under the scheme, except in emergencies. There was no inherent right of a patient to over-use drugs. He did not believe that one-third of the population were so indigent that they could not afford to pay something towards the cost of medicines. He suggested there should be a charge, except in the case of old age pensioners, widows and orphans and unemployed. Life-saving drugs could be free; unusually expensive but necessary ones should be subsidised, and luxury ones should be charged.

Dr Meade said the scheme had been started on an unrealistic note because the doctors' fees were low, being subsidised by the dispensary system, while the pharmacists' fees were being subsidised by having to resort to sale of ancillary items such as cameras and cosmetics. As a result the dispensing fee was being subsidised.

Mr J. Burke, president, Irish Drug Association, who presided, stressed that the publicity attached to the cost of drugs was misleading because all the pharmacist was being paid was his fee for dispensing drugs supplied by the Government.

Mr M. F. Walsh believed there should be no VAT on the professional fee. Dr Robins replied that VAT would be added to the payment which the pharmacist received from the central pricing bureau each month so that in effect he would not be paying anything on it.

Mr Walsh said the dentist and optician gave a service to the public but did not pay VAT. He did not agree there should be a difference for a pharmaceutical service. Dr Robins agreed but understood the reason it was payable was that it was not simply a service—a sale of goods was involved. This brought cries of "No" from the floor.

### Ethical standards

Mr P. Duffy, Cork, reminded all pharmacists that it was in their interests to maintain standards and to give the same treatment to card holders as they gave to private patients.

Regarding the suggestion that card holders should pay some charge to subsidise the scheme, Mr Duffy was opposed to any further burden being placed on the community pharmacist, as he would be called on to do the bookkeeping and would not be paid for it.

Mr McAuliffe, Dublin, claimed that many people in Dublin were getting preparations from the pharmacist without health cards but merely with forms being rubber stamped by the hospitals. Dr Robins conceded there had been abuses. In Dublin many people were going direct to hospitals and getting a general practitioners' service there. However, they could not cut these people adrift right away. Hospital prescription cards were given directly to eligible persons—provided they had their official numbers and they could be taken to the community pharmacist. They had now introduced a more restricted system of issue of prescriptions.

Dr Boles said that the number of prescriptions marked "urgent", which carried an extra fee, appeared to be limited in the Eastern area.

Mr Hillery complained that in Limerick city the dispensary was still being used by nine doctors with the result that pharmacists in the area were not able to cope with the prescriptions while those in the outlying areas were not receiving their quota. He wondered if a directive could not be issued to these doctors to seek alternative accommodation? Dr Robins said doctors could not be compelled to practise elsewhere. If they did so they

## Minister thanks profession for its co-operation

The Minister for Health, Mr Childers, told more than 500 attending the banquet to mark the close of Congress that there were far too many part-used bottles of expensive medicines and too many unwanted pills and tablets in domestic cupboards.

Many of them represented wasted taxpayers' money and he appealed to family doctors participating in the choice of doctor scheme to be conscious of the wider public interest and to be reasonable in their prescribing habits. He had no intention of interfering with the discretion of doctors to prescribe whatever they thought best for the patients but he had a duty to remind them of the financial implications.

The Minister accepted that many patients felt they were not being given a proper service unless they received medicine, but it did not explain the high bill the taxpayer was being asked to meet. If patients really required medical services to the extent which the figures in the Dublin area suggested, then the situation would be alarming.

Mr Childers commended the Pharmaceutical Society and all pharmacists concerned for carrying out their part of the choice of doctor system. He said they had met in the most splendid way the administrative requirements asked of them and there had been practically no complaints from the public about the service pharmacists offered in connection with the scheme.

"They have followed the detailed instructions with an efficiency I do not believe would be seen in any other walk of life in this country and I want to compliment everybody concerned on their splendid efforts." The Minister concluded: "You are a most responsible body. The vast and overwhelming majority observe the very highest standards in the conduct of your profession".

Mr R. J. Power, president of the Society, who presided, thanked pharmacists. The procuring for pharmacists of the sole right to dispense medicines he described as one of "the Society's greatest achievements". They had discussions on this matter with the Department over a number of years and Mr Power thanked Mr Childers, who was a Minister who looked ahead, for the manner in which he had helped in bringing them to a successful conclusion. The pharmacists in providing the service would ensure that the public got the best possible service. That was what they had promised and he was glad to hear that the Minister

would have to be provided with alternative accommodation or a grant to improve surgery.

Dr Meade thought these problems could be ironed out at local level between doctors and pharmacists. Mrs Mary Burke said they had a meeting with doctors in the Tipperary area and had no problem.

One member claimed that the pharmacist was being discriminated against having to pay a tax on a professional fee. Mrs Burke said they had pressed this and had got a fair hearing from the Department of Health but the Department of Finance had turned down the request.

was pleased with the results—they had proven their point.

The president said that pharmacy was also facing changes in the EEC and talks with European colleagues in London over the weekend they had been forthcoming about what Irish pharmacists had before them. The question of harmonisation of standards was vital. However, the Society hoped to implement appropriate courses at the end of the year, with the co-operation of the Department of Education, which would conform with the standards suggested by their colleagues in Europe.

Emphasis would be on professional pharmacy and the question of the elimination or reduction of commercial activities brought up many issues. The Society hoped the Minister should consider the implementation of medicines legislation.

Mr T. J. Harty, Congress chairman, proposed the toast of "Ireland". Mr Childers proposed the toast of "The Pharmaceutical Society of Ireland" and Mr Power replied "The toast of 'Our guests' was proposed by the Congress president, Mr T. Brosnan, the Bishop of Kerry, Most Rev. Dr Casey, replying.

Mr Power, was made an honorary member of the Order of the Golden Rope of the Festival of Kerry and was formally inducted by the president of the Festival, Mrs Margaret Dwyer, in appreciation of the fact that the Congress had been held in Tralee.

## Misuse of drugs

Dr Timothy O'Connell, county physician, Tralee co Hospital, suggested that the adoption by the Republic of the main recommendations of the Swann Committee report would be timely, when he spoke of "Uses and misuses of some modern drugs".

He pointed out that the Committee had held the animal feed additives were economically justified but had recommended that only those antibiotics should be used as feed additives "which have little or no application as therapeutic agents in man or animals and which will not impair the efficiency of a prescribed therapeutic antibiotic or antibiotics through the development of a resistant strain of organism".

Another deplorable abuse of antibiotics in agriculture, he said, was the failure to prevent milk contaminated by antibiotic being sent for human consumption directly and for cheese, etc.



# Market News

## BULL TRADING

London, October 25: There were few important features in the various sectors of the market during the week and inquiry for commodities was at a minimum level.

Price rises in crude drugs included geranium split ginger, pepper, gentian, mon peel, sarsaparilla and quillaia. Cape aloes was dearer also but the Paraçao variety again eased. Whole *Cassia lignea* was up by 20 per cent. Among essential oils Bourbon geranium was a little firmer but Mysore sandalwood eased.

## Pharmaceutical chemicals

**Alcohol:** (Per proof gal). Synthetic ethanol in 100 bulk gal lots—96 per cent, £0.245 and 99.9 per cent, £0.257 in tank wagon; £0.260 and £0.272 in drums for 900-bulk gal; industrial grade 95 per cent £0.172 in bulk and £0.187 in drums.

**Barbitone:** 50-kg £3.75 kg; sodium £4.30.

**Barbitone:** 50-kg lots £2.65 kg; sodium £2.65.

**Barbital:** 50-kg £5.35 kg; sodium £6.

**Barbitone:** £5-kg kg for 50-kg lots.

**Barbital:** (50-kg) £4.15 kg; calcium £4.15.

**Chlormethorphan:** Hydrobromide £98.80 kg.

**Chlorthalidone hydrochloride:** Subject to DDA regulations £0.15 per g for 100-g lots.

**Chlorthalidone:** (Per bulk gal, delivered) 45-drum minimum 900 gal, industrial 66 op 324; perfumery quality 68 op £0.377; mineralised op, £0.338. In tank wagon, 2,500-gal the rates £0.301; £0.354, £0.315 respectively.

**Cocaine:** Alkaloid and hydrochloride in 25-kg lots £15 kg.

**Salts:** (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
<b>Ascorbic acid</b>		
Ascorbic acid	183.00	191.00
Ascorbic acid	156.00	164.00
Ascorbic acid	140.00	146.00
Ascorbic acid	156.00	164.00
<b>Ascorbic acid</b>		
Ascorbic acid	212.00	223.00
Ascorbic acid	194.00	203.00
<b>Ascorbic acid</b>		
Ascorbic acid	179.00	186.00
<b>Ascorbic acid</b>		
Ascorbic acid	164.00	171.00
Ascorbic acid	202.00	211.00
Ascorbic acid	165.00	172.00
Ascorbic acid	165.00	172.00
Ascorbic acid	198.00	207.00

**Ascorbic acid:** Hydrochloride 25-kg lots £17 kg.

**Ascorbic acid:** 50-kg lots £4.85 kg for acid and 15 for sodium.

**Ascorbic acid:** 25-kg lots £4.24 kg.

**Ascorbic acid:** 50-kg lots £2.20 per kg; sodium £4.00.

**Ascorbic acid:** 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

**Ascorbic acid:** 50-kg lots £1.60.

**Ascorbic acid:** Sulphate £1.04 g.

**Ascorbic acid:** Sodium and acid £5.35 kg for 50-kg lots.

**Ascorbic acid:** 50-kg lots £2.40 kg.

**Ascorbic acid:** Sodium BP £2.98 kg.

**Ascorbic acid:** 50-kg lots £2.79 kg.

**Ascorbic acid:** 250-kg lots £2.95 kg; sodium £0.50.

**Ascorbic acid:** BPC in 250-kg lots £2.13 kg.

**Ascorbic acid:** in 50-kg lots £3.12½ per kg.

**Ascorbic acid:** BP 50-kg lots £3.65 per kg.

**Ascorbic acid:** 50-kg lots £1.40 kg.

**Ascorbic acid:** Sodium, B Vet C in 50-kg lots. 38 kg.

**Ascorbic acid:** 50-kg £1.83 kg.

**Ascorbic acid:** In 1-ton lots £2 per kg.

## Crude drugs

**Aconite:** Spot £1,125 metric ton; £1,000, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £325 spot; £300, cif. Curacao £750 spot; £690, cif.

**Balsams:** (lb) Canada £2.15 spot; shipment £2.10, cif. **Copaiba:** BPC £1.25. **Para:** £0.40. **Peru:** £1.17 £1.12, cif. **Tolu:** BP £0.70.

**Belladonna:** Leaves £300 metric ton spot, herb £250 and root £245.

**Benzoin:** BPC £40 to £42 cwt spot; £37-£40, cif.

**Buchu:** Spot £1.00 per lb; shipment £0.92, cif.

**Camphor:** BP natural powder £0.85 kg spot; £0.80, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No. 1, £0.85; prime seeds £0.90.

**Cascara:** Spot £450 metric ton; no cif offers.

**Cassia:** Lignea, whole £750 metric ton cif.

**Cherry bark:** Spot £380 metric ton; £370, cif.

**Chillies:** Zanzibar £600 ton afloat.

**Cinnamon bark:** Seychelles £300 ton cif, nominal. Nigerian fuinta new crop £360.

**Cinnamon quills:** Ceylon four O's £0.27 lb, quillings £0.14 lb.

**Cloves:** Madagascar £1,450 metric ton, cif.

**Cochineal:** Tenerife black-brilliant £7 kg spot; £6.85, cif. Peruvian silver grey £6.30 spot, £6.25 cif.

**Cocillana:** Spot £700 metric ton.

**Colocynth pulp:** Spot £700 metric ton.

**Dandelion:** Root £410 metric ton spot; £385, cif.

**Ergot:** Spot £3.10 kg.

**Gentian:** Root £460 metric ton spot; £450, cif.

**Ginger:** (ton) Cochin, new crop £245, cif. Jamaican No. 3 £1,050 spot; £850 cif. Nigerian split £210 spot; £197.50, cif; peeled £310 spot; £285, cif. Sierra Leone, nominal.

**Gums:** **Acacia:** Kordofan cleaned sorts £305 metric ton spot; £280, cif. **Karaya:** No. 2 faq £22 cwt, spot. **Tragacanth:** (cwt) No. 1 spot £300, No. 2 £280.

**Henbane:** Niger spot £430 metric ton; £420, cif.

**Honey:** (Per ton in 6-cwt drums ex warehouse) Australian light amber £308.50, medium £298.50. Canadian £412.50, Mexican £340. Chinese light amber £297.

**Hydrastis:** Spot £2.80 lb; £2.60, cif.

**Jalap:** No offers.

**Kola nuts:** West African halves £95 spot; shipment £85 metric ton, cif.

**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

**Lemon peel:** Spot £310 metric ton; £290, cif.

**Liquorice root:** (metric ton) Chinese £100. Russian £110. Spray-dried powder £396, delivered. Block juice £431.50.

**Lobelia:** American herb £750 metric ton, cif.

**Lycopodium:** Indian £1.75 lb; Russian £2.25, spot.

**Mace:** Grenada £0.35 lb, fob.

**Menthol:** (kg) Chinese spot £6.95, shipment £6.20, cif. Brazilian spot and Oct-Dec £3.85.

**Nutmeg:** (Per ton, cif). Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.

**Nux vomica:** Shipment £100 metric ton, cif.

**Pepper:** (ton) Sarawak black spot £410; £405, cif; white £610; £590, cif.

**Podophyllum:** Emodi £360 metric ton cif.

**Quillaia:** £525 metric ton nominal.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £84 kg.

**Sarsaparilla:** Spot £0.63 lb; no shipment offers.

**Seeds:** (ton) Anise: China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £1,060, virtually unobtainable. **Celery:** Indian £340; shipment £265, cif. **Coriander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Chinese £275, cif. **Dill:** Indian, for shipment £155, cif. **Fennel:** Indian £157, cif. Chinese £205 metric ton. **Fenugreek:** Moroccan £69, cif. **Mustard:** £60-£120 spot.

**Senega:** Canadian £1.75 lb spot; £1.70, cif.

**Senna:** (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.08½; Alexandria h/p £0.52 ex wharf manufacturing £0.26 nominal.

**Squill:** White spot £290 metric ton, £255, cif.

**Styrax:** £2.30 lb spot; £2.25, cif.

**Tonquin beans:** Angostura £850 metric ton afloat.

**Turneric:** Madras finger £200 ton; £165 cif.

**Valerian:** (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.

**Witchhazel leaves:** Spot cleared; new crop £820

**Essential and expressed oils**

**Bois de rose:** Spot £3.90 kg; £3.80, cif.

**Citronella:** Ceylon spot £1.18 kg; £1.10, cif. Chinese £1.20 spot; £1.06, cif.

**Geranium:** (kg) Bourbon £16.70; Congo £14.

**Olive:** Spanish £420-£440 long ton, cif; Tunisian £405-£415, cif. Spot duty paid £470.

**Sandalwood:** Mysore spot £13.32. East Indian for shipment £13.40 kg, cif.

# Equipment

## Electronic sales register

The NCR 230 electronic sales register, a totally new development in point-of-sale machines, has been released in the UK by National Cash Register Co Ltd, 206 Marylebone Road, London NW1 6LY.

It incorporates the latest in integrated circuit techniques, which enable considerably more information to be made available for comprehensive product analysis, together with faster and simpler recording of transactions.

Almost any type of retail business could benefit through installing the NCR 230, particularly where analysis over a wide range of merchandise is required—and the NCR 230 has up to 30 department totals, six transaction totals and three balancing totals. These provide up-to-the-minute sales information over all types of transaction, including cash and credit control and with facilities for handling discounts and adding VAT amounts.

## Prescription indicator

The Turn-O-Matic prescription indicator which is increasingly being installed in retail and hospital pharmacies can now be obtained at a special rate through the NPU Group, 321 Chase Road, London N14 5BR.

The system installed in a North London pharmacy was described in *C & D*, September 11, 1971, p 350.

Through the NPU the ticket dispenser costs £21; the indicator panel including transformer, £49 and tickets £0.50 per reel of 1,000.

# Coming events

## Monday, October 30

**Leicestershire Branch, Pharmaceutical Society,** Postgraduate medical centre, Leicester Royal Infirmary, at 8 pm. Dr P. G. Roylance (Beecham Research Laboratories) on "The newer penicillins" (lecture course).

## Tuesday, October 31

**Fife and Stirling Branches, Pharmaceutical Society,** King Malcolm Hotel, Queensferry Road, Dunfermline, at 7.30 pm. Speaker: Dr G. Smith.

**Leeds Branch, National Pharmaceutical Union,** Golden Lion Hotel, Lower Briggate, Leeds, at 8 pm. Mr T. P. Astill (deputy secretary, NPU) on "VAT".

## Wednesday, November 1

**Epsom and Sutton Branch, Pharmaceutical Society,** The New Bull Hotel, Leatherhead, at 8 pm. Annual dinner and dance.

**Liverpool Chemists' Goffing Society,** Adelphi Hotel, Liverpool. Ladies' evening. Tickets (£3.50 each) from Mr O. C. Roberts, 2 Centreville Road, Liverpool 18.

## Thursday, November 2

**Isle of Thanet Branch, Pharmaceutical Society,** Glenwood Hotel, Margate, at 7.30 pm. Annual dinner and dance. Chief guest, Mr A. Aldington. **Pharmaceutical Society,** 17 Bloomsbury Square, London WC1, at 7 pm. Professor E. J. Sheppard (professor of pharmacognosy, Chelsea College, University of London) on "The life and work of E. M. Holmes".

## Friday, November 3

**Scottish Department, Pharmaceutical Society,** 36 York Place, Edinburgh, at 7.45 pm. Professor Abraham Goldberg (professor of materia medica, Glasgow University) on "Science and compassion in modern medicine".



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The man selected will be required to increase turnover and profits and be able to take on additional responsibility, as it is the intention of the company to expand by acquisition as well as organic growth.

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Send full career details, cuttings or other relevant material to: Joe Scott-Clark, Group Editorial Director, Morgan-Grampian Limited, Morgan-Grampian House, Woolwich, London SE18 6QH



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Salary £954-£1,320 p.a.

For further details apply to the Chief Pharmacist, Telephone Brookwood 2446, Extension 34.

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MANAGEMENT COMMITTEE  
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Upney Lane, Barking, Essex.

Senior Pharmacist required. Whitley Council conditions of service. Salary scale £1689/2100 p.a. plus London Weighting. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

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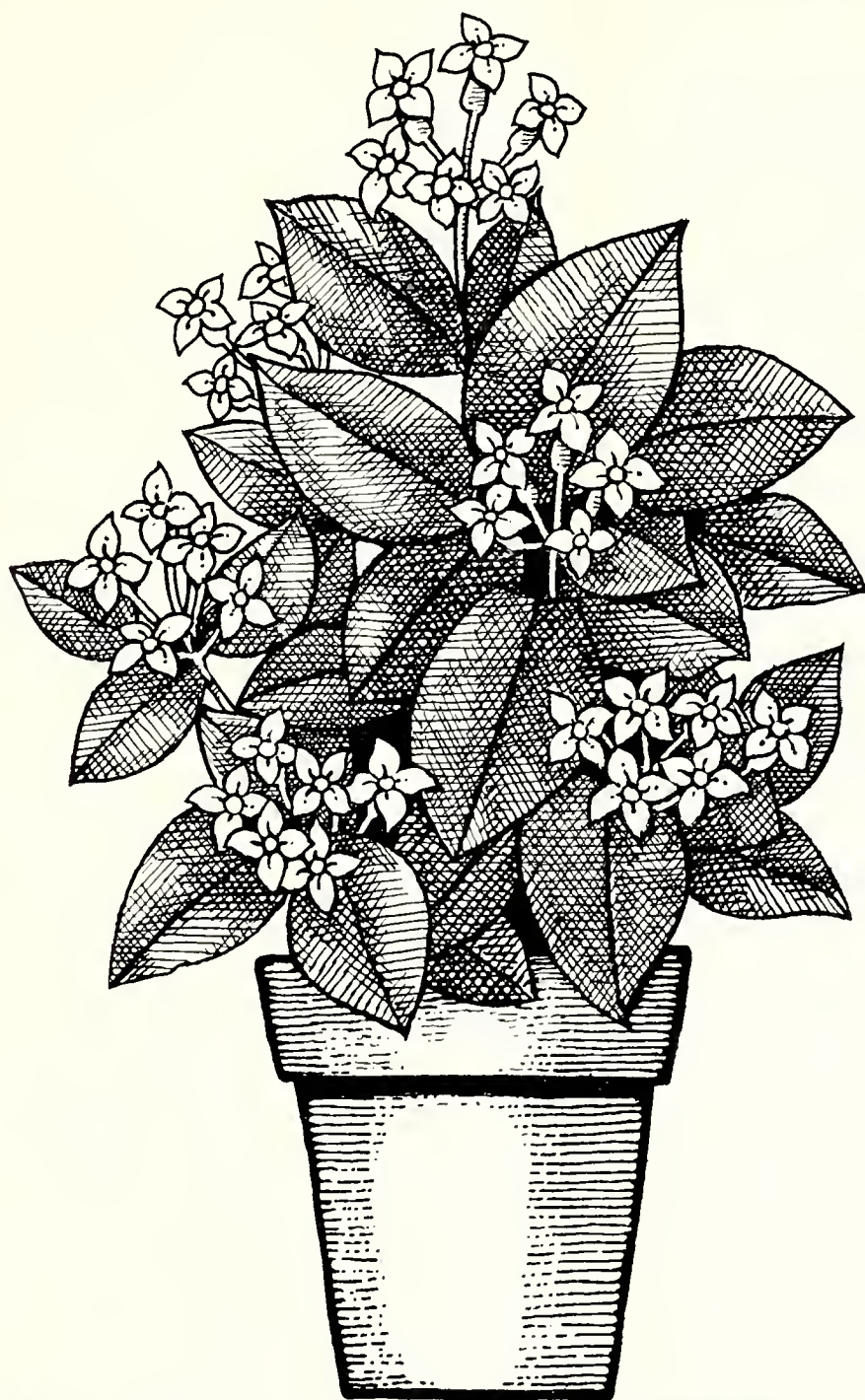
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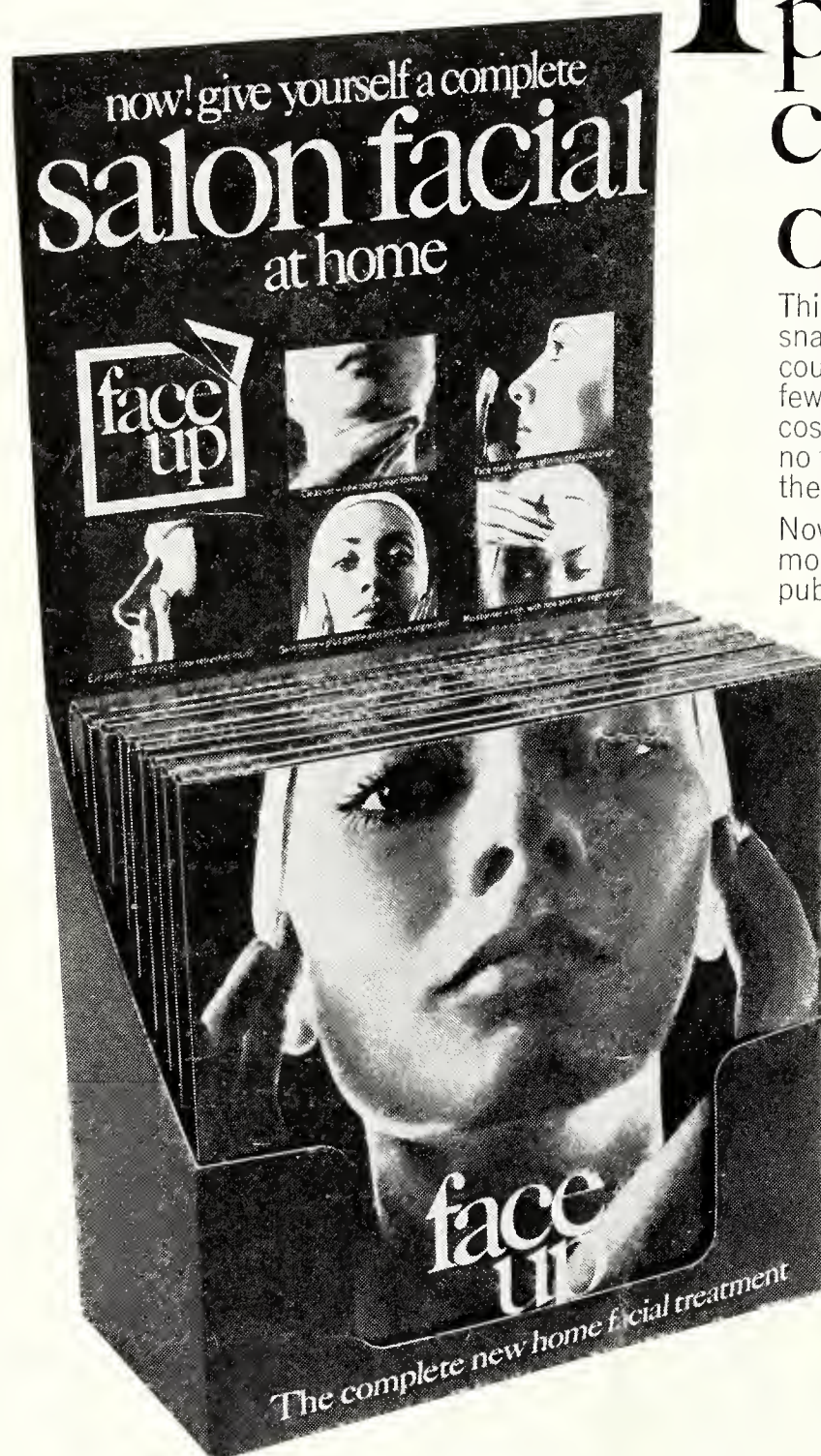
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**Let Face Up put a new complexion  
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# Beauty Business

SUPPLEMENT TO CHEMIST & DRUGGIST, OCTOBER 28 1972

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## PHILIPS

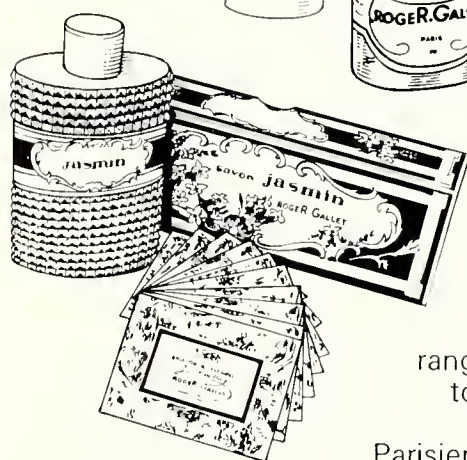
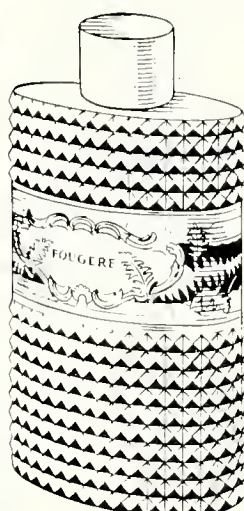
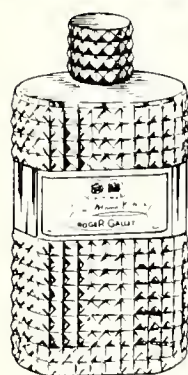
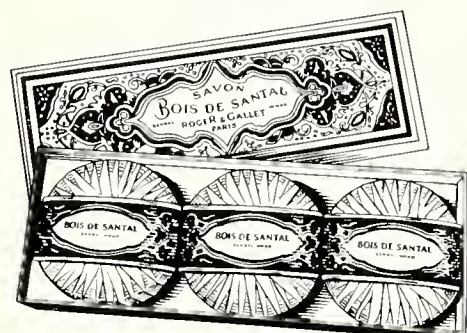
1. Illuminated Make-up Mirror £9.95.
2. Hood Hair Drier 'Comfort' £7.95.
3. De luxe Combined Health Lamp £17.99.
4. Combined Health Lamp £13.99.
5. Hood Hair Drier 'Comfort Special' £9.50.
6. Rechargeable Toothbrush £9.95.
7. Battery Toothbrush £3.99.
8. Hair Curler Set £9.95.
9. Ultraphil £10.99.
10. Infraphil £6.30.
11. Hand Hair Drier £4.95.
12. Ladyshave Standard £4.12.
13. Ladyshave Beauty £4.50.
14. Ladyshave Cordless £3.99.
15. Ladyshave de luxe £5.50.
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## REVOLUTION...

### But ladylike

tugging, nipped-in waists and revealing décolletés sounds more like the wardrobe used by Rita Hayworth in an old film than terms being used by dress designers to describe their fashions for the coming months. But glamorous and sophisticated from both fashion and cosmetic houses we'd like to see us for the onset of winter. The "tomboyish" look, they say, is gone—and in its place a more shapely, refined and well-groomed image. The emphasis is on suits and dresses as against styles which have dominated the fashion scene recently; and "After-six frocks", "cocktail dresses" and "town frocks" are creeping back into the dress designer's vocabulary. Evening gowns, as far as the fashion pundits are concerned, should be a dressed-up affair with fabrics such as black velvet, tulle, taffeta, frilled chiffon and shiny satin in evidence. There is also a strong influence with halter necks and open backs. Designers have created their Super Star look to fit in with this Thirties trend and it is also reminiscent of Liza Minelli's look-up in the film Cabaret. Important features of the "face" are heavily-lined, fringed eyes; a matt, light complexion; dark pouty lips and a beauty spot to complete the effect! Coty have also

created a new look, aptly called the Glamour Revival, using their range of Air Spun cosmetics. Again, a muted complexion forms the base for glowing colour to be applied to eyelids, nails and lips. Revlon's Spicy Ices have been launched to add colour to all the pastel blues and pinks as well as classic greys and beiges now so fashionable. They are bright, frosted lipsticks with matching nail enamels plus combination eye shadows. The new Shockers range from Miners can also be used to give a dash of colour. Perfumes are also reflecting this classic image with a touch of the exotic. Moon Drops Plus from Revlon is a rich floral blend with fruity overtones aimed at the sophisticated woman. And Norell, a new American perfume, is also a modern-blend floral with soft, green notes. It is, say the makers, the "ultimate definition of a grand perfume" and should be worn by those women who enjoy making an entrance! Hair is soft and uncontrived with the bob still very popular, fitting in well with either the elegant day-time look or the glamorous Thirties theme for evening. Blonde, say hairdressers, remains the leading colour but copper highlights are also recommended as being attractive with the muted fashion colours. It can be said with certainty that the coming months will be cold—but with all the choice of "looks" to pick from, whether it be cool and dignified or dramatic and bold, it will certainly not be drab.



Illustration, courtesy of Lechner



Illustration, courtesy of Coty



Illustration, courtesy of Clearasil

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Illustration, courtesy of Revlon



# The Gift of Perfume

By Elizabeth Anderson

**D**ESPITE the fact that the fragrance industry is making increasing efforts to set up year-through promotions on perfume—planning Spring launches for new perfumes, creating special summer fragrances and developing new perfume forms, such as perfume sticks—the significant majority of perfume sales are *still* in the pre-Christmas period. A skilful salesgirl can do much to help her customer find the right scent, so it might be helpful for her to do a little homework now so as to be sure that she is on her toes for the Christmas rush!

There is something very special, exciting and adventurous about a gift of perfume. Its ingredients are gathered from every corner of the globe. Some of the ingredients are sweetly fragrant, some striking sharp notes, some are used to blend odours of different registers, and still others to “fix” the perfume, holding all its various notes together in a rich, round fragrance.

It is fascinating to consider the wealth contained in the amber-glinting liquid imprisoned in a perfume bottle. Flowers of all kinds: roses from Bulgaria (behind the Iron Curtain), jasmine and orange blossom from Grasse, neroli from Algeria, frangipani from the West Indies and, from the island of Réunion, the romantic ylang-ylang—which translates to “flower of flowers”.

But floral essences are only the beginning for a perfumer. There are oils, for instance, compounded from grasses, gingergrass from the East Indies, lemongrass from India and citronella from Ceylon. Spices and herbs are used, too; cloves, cassia (the Chinese cinnamon), ginger, caraway, cardamom and rosemary, whilst for a perfume’s sharp green notes, citrus oils are used, expressed from lemons grown in Sicily, bergamot in Calabria and from limes. For the out-of-doors, tweedy and woody scents oils are extracted from the bark of some trees, particularly from the sandalwood and cedar, whilst the deep mysterious patchouli scent comes from leaves and roots.

## Magic Ingredients

Gums and balsams, unlovely in themselves, also play a part in the symphony of a perfume . . . items like aromatic myrrh, labdanum and galbanum. Last of all, but certainly not least in importance, are the animal-derived products which are used as

Illustration courtesy of Innoxa





atives. Civet from the Abyssinian civet, musk from the Tibetan musk deer, storeum from the Canadian beaver and ambergris from the whale.

**Perfume and Personality**

Everyone knows that perfume should match with the personality of the woman who wears it. Obviously a heavy scent with mental overtones is not going to suit a shy, dizzy blonde, nor will a light and airy fragrance sit happily on a black-haired queen. Check that you know enough about the new perfumes that have arrived on the British market this year to know to whom they could be sensibly suggested, for instance, scents like Cheramy's "Sandrine", a very fresh fragrance created with the modern young woman in mind. It is a blend of hyacinth, narcissus, lilac, and lily of the valley with a hint of fresh mosses, sandalwood and jasmin.

Another is Weil's heady "Weil de l'ail"—a greenly floral perfume with a body musk background and a light lyre note. Then there is Hartnell's "Forever"—warm and sophisticated with notes of jasmin and rose combined with tuberose, against deeper notes of schouli, vetivert and sandalwood, all edged with a combination of musk, amber and civet. "Forever" to quote Mr Hartnell, is as sophisticated and flirtatious as a modern love affair.

Yardley's "Khadine" arrived on your counters only last month . . . an exotic perfume inspired by the East, subtle, spiced and spicy, containing in its formula notes of clove and pepper from the East, notes of rose, jasmin and lily of the valley as well as sandalwood, vetivert and schouli.

So did Prince Matchabelli's beautifully packaged "Cachet", a distinctive modern blend with a dynamic green note buried in a subtle floral bouquet.

And the most recent addition of all is Arden's "Nitchivo". Here is a rich fragrance, vibrant and alive, blending roman-full-blown roses with jasmin, tender peonysuckle and orange blossom, spiced with coriander and sage.

**Customer Clues**

It is used to sizing up your customer so that you can be helpful in the suggestions you make about the kind of perfumes she may like. Or, if you are selling to a man buying for a woman—poor chap learn to gently ask a few leading questions about the recipient of his gift, so that you have in your mind a picture of her, and can then lead him quietly "by the nose" to the type of scents you feel may be suitable. Any broad generalisation may be inaccurate in some cases, but they are, for many people, useful guidelines. Let's look at some typical groups.

**The Under Twenties.** Here are the candid personalities . . . swinging . . . experimental . . . totally young and contemporary. Suggest scents like Coty's "Imprevu", "Affair", "Gala" or Max Factor's "Chontrelle". Elizabeth Arden's "Blue Grass" could suit them.

**The Elegant Woman.** She will wear clothes of expensive simplicity, and will know the value of her perfume as her most individual accessory. Choose for her from one of the famous houses . . . one of the classic



Illustration courtesy of Yardley

scents: like Lanvin's "Arpège", Jean d'Albret's "Casaque" or Hermès' incomparable "Caleche".

**The Motherly Type.** Perfume will be a real, perhaps only an occasional, pleasure for her, so make it truly worthwhile by recommending a classic floral or floral bouquet. Yardley's "Red Roses" or Picot's cool, fresh "Lilies of the Valley". Floris' "Stephanotis" is enchanting, too . . . a true flower scent with orange blossom and jasmin.

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*I recollect with pleasure Lilly Daché saying about perfume . . . "by its attraction to others it creates new ties, new friendships, new affections, even. Most people react instantly to the wearer just as they react to her perfume and invariably explain their feelings in terms of their own experience. I still remember tenderly the little boy who told me years ago 'I love you because you smell like gumdrops, and I love gumdrops'".*

---

**The Outdoor Type.** You will recognise her from the list of her hobbies and pastimes. . . . and you will know that she will dote on woody perfumes. None better than Lenthéric's "Tweed" or Carven's flowery fresh "Ma Griffe".

**The Mature Woman.** This is the woman with greying hair, or perhaps a beautiful white topknot. She'll dress in violet or soft blue or black and be suspicious of the more modern perfumes on your counter. Woo her with Roger & Gallet's classic Extra Vieille Cologne or an old, old favourite that stands the test of time with dignity—Houbigant's "Quelques Fleurs".

**The Business Woman.** Here you will be prescribing for a crisp executive with a brisk, get-on-with-it manner. Spicy, dry



Illustration courtesy of Coty

perfumes will suit her like Fabergé's "Aphrodisia"—not nearly so sexy as it sounds, this is a dry, modern blend. Coty's "Emeraude"—a fruity, but provocative blend of lemons, limes and spices—might also fill the bill. Weil's dashing "Antilope" could provide another winner for this lady.

**Perfume is for Pleasure**

Never forget to emphasise to your customers that perfume is for pleasure. Perfume is for using. Encourage them not to hoard their fragrant gifts—but to open them up and use them. Of course it is true that perfume, like wine, keeps best in a cool dark place, but it is also true that neither perfume nor wine can be enjoyed until the stopper is removed!



**N**ATURALLY this has led to a feeling that his toiletries are not just useful, or acceptable as some-time gifts, but are *necessary* and *regular* aids to his top-to-toe grooming. But there is still a major need to educate the consumer in the function of all the products designed with men in mind. And this is where the authoritative sales girl comes in.

For instance every man has to shave: yet, whilst shaving creams and razors are widely advertised, little promotion is mounted to sell him a skin care item for after shave use. Surely the toughest skin needs something to help it recover from the daily stripping off of its top layer! So familiarise yourself with all the information provided by the manufacturers: read their broadsheets and product inserts and take time to read every word on the package, its method of application, its purpose and its price.

### Function check

A large part of the male market (apart from basic shaving requisites) are taken up with Colognes, after shave lotions, pre-shave lotions and after shave conditioners.

Of these the Colognes are the most highly perfumed, and are designed for use from top-to-toe. After shave lotions are for use, as the name implies, on the face after shaving: they have a lower concentration of fragrance than Cologne, but usually contain some lubrication to soothe the skin after shaving, and sometimes a dash of menthol for an added astringency to tauten the skin.

Pre-shave lotions have ingredients which encourage the hair bristles to stand up so that they may be more closely shaved. These lotions usually contain a lower level of perfume. After shave conditioners are formulated to soothe a sensitive skin after a shaving session, and have an emollient content that will make compensation to a dry skin for the shaving operation. As a sign of the times Lauder's Aramis, at the top end of the market currently list no less than three after shave conditioners—after shave cream, after shave emulsion and after shave concentrate.

Talcs have basically the same function for men as they do for women, containing special absorbent qualities which help to deodorise during the day, and giving plenty of 'slip' to ensure that clothes can be put on easily after bathing.

Deodorants are, of course, as essential to men as to women, but sales girls can do much to overcome the lingering 'shame factor' and the prejudice that surrounds the subject of perspiration and body odour by a knowledgeable approach to it. The most common forms of deodorant for men are still the lotion type with the roll-on applicator, and the stick variety. But aerosol deodorants are also sliding up the sales charts like those of Fabergé, Dunhill, Lauder's Aramis and Right Guard to name but a few.

Men have been using hair preparations ever since history began so perhaps they are one of the easiest products for you to sell as you have no prejudice to overcome. Some are medicated to keep the scalp healthy and to control dandruff, some have a spirit base which makes them more suitable for greasy hair, other creamy types contain oil to nourish dry hair, and more and more firms are including in

# MALE MARKET PLACE

By Elizabeth Anderson

*Today's man has suddenly taken a dominant role in the world of fashion. Fashions are created especially for him by top designers . . . magazines devote whole sections of their pages to him . . . and men's boutiques frequently outshine women's in the dazzling variety and splendour of their displays.*



Illustration, courtesy of Floris Ltd.

their ranges a shampoo designed specifically for men, so that men can also have some sort of harmony of fragrance.

Specialities have been added to their ranges by some firms catering for the male market. Dunhill, for instance, have rounded off the range which started with a classic Cologne of woody, mossy tones topped with fresh citrus notes, by including a smokers toothpaste. Estee Lauder's Aramis lists not only a bronzing gel in three shades from A1 Fair to A3 Ruddy, but also eye pads for the tired executive and an all weather hand cream.

### Fragrance choice

Men, thank goodness, come in lots of shapes and sizes; and they lead lots of different kinds of lives . . . and have lots of different kinds of interests. So why shouldn't they be expected—and encouraged—to select a fragrance to their toilet accessories that pleases them, and suits both them and their way of life.

The male animal has the same physiological make-up, as far as the chemistry of his skin is concerned, as the female of the species. And no self-respecting sales girl would expect the same perfume to smell the same on two different women, would they? Now that the male market is established, make the most of it. Flatter your male customer by believing that he has the discrimination to know the difference between a sharp, verbena fragrance and a dry, vetiver one—and the wit to have a preference.

On the other hand, when you are selling

to your male customers, take care.

Many of the firms who first broached the male market with a one-fragrance range have now added other choices. Shulton's Old Spice has been joined by Old Spice Lime, Old Spice Burley, Teak and Oriental Spice; Max Factor's Royal Regiment Original and Royal Regiment Oak moss by Fresh Amber. Fabergé's famous Brut now shares the same stables as Fragonard's Zizanie and Yardley's marks their distinctive Cougar as well as the Lavender and Yardley's Black Label.

Goya's Aqua Manda is another story. Three years ago Goya took the unprecedented step of producing a range of women's bath-and-body-care products and publicising the fact that it was also designed for men as well. To strengthen their claim an after shave for men was added to the range. The formula for this after shave was exactly the same as the women's fragrance with the exception of one ingredient—jasmin—as this was considered to be rather too sweet for the average masculine taste.

Sales of Aqua Manda after shave were far higher than originally anticipated and have continued to grow, and it was this continually maintained growth that led Goya to introduce their complete range of Aqua Manda for men products.

So, man-tailor your selling technique in this briskly expanding field. It is a far cry from the day when just a few men's products were tucked away on a corner of the beauty counter. The male market place can be an exciting and profitable part of any retailer's business.



Today, there are false eyelashes of every size, density, length and colour to suit every shape of eye. No longer regarded as something to be applied only on special occasions—if at all—false eyelashes are considered by many women to be as necessary to their everyday make-up as lipstick. But back to basics. Which eyelashes do you recommend? How can they be trimmed, and so on . . .

### First things first

Much depends on the shape of the eye and the personality of the wearer. A heavy, black "vamp" type of lash would look all wrong on the woman who is rather timid and has never worn more than one coat of mascara in her life. Very often brown lashes are the most suitable for a newcomer as they lend a softer look, and they are certainly the best choice for an older woman.

### Trim or not to trim

Most eyelash manufacturers discourage the idea of trimming them, except width-wise, as with the amount of choice available in length, and thickness, this is unnecessary. However, if the lash is too long width-wise it can dig into the corner of the eye and cause discomfort. It is best to trim the lash for size against the eye before using. An easy way to do this is to hold the lash in a pair of tweezers and measure against the upper lid. If the lash is longer than the lid, trim off a few hairs—one-eighth of an inch at a time—with small, sharp scissors fitting and refitting the length against the lid until the two are matched evenly.

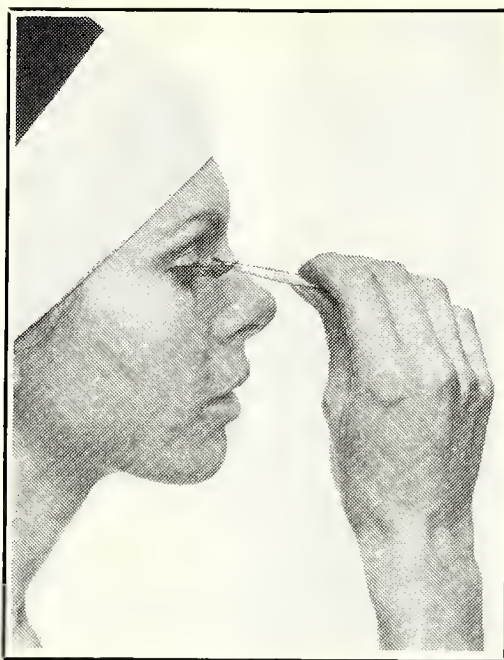
Eyelashes are shaped to the natural curve of the eyelid in the box, but sometimes the wearer's lid is more rounded and, in this case, gently hold each end of the lash between thumb and forefinger and bend it into a bow shape, flexing it up and down.

### The art of fixing

Even if a woman has bought false eyelashes, she may keep the box on her dressing-table for ages before attempting to fix them on, if she gets round to it at all! But there is a simple way which, once perfected, should take no longer than applying eyeliner. Eylure, well known manufacturers of eyelashes and the first to make them ready-to-wear in a box, suggest this method: pierce the tube of adhesive (found in each box) with the pin provided and squeeze a little onto a piece of tissue. Dip the pin into this. Now grip the tube with tweezers right in the middle of the lash hairs so that the band is slightly extended. Apply a hair line of adhesive along the edge of the band with the pin, making sure it does not spill onto the natural lash hairs.

### Look down

Now look down into a good magnifying mirror, held below the level of the chin. Eylure stress the importance of looking down into the mirror because, they say, it is only when looking down do the muscles of the eye relax and so helps the eye not to blink. With lashes held in the tweezers, hold above eye-level so the lash can be brought down towards the lid;



## MORE THAN MEETS THE EYE

*Ever heard those old jokes about false eyelashes being mistaken for spiders or dropping off into the soup? Hopefully, jokes should be the only place where such calamities happen—but perhaps some women half-believe such stories because they never get further than the display stand.*



Illustration courtesy of Coty

placing the mid-point of the lash directly above the centre of the eye and touching it into position as closely as possible to the natural roots. Gently press the base into position right along the lid with tweezers, adding a little extra pressure at the inner and outer corners. The lash adhesive, which looks almost frighteningly white when first applied, becomes invisible as it dries.

### Keeping the curl

To blend natural and false lashes together, use a dry mascara brush and gently brush together in an upward sweep. It is usually best to avoid black eyeliner as it gives a hard effect, use brown or grey in-

stead. To remove eyelashes, simply hold the lash between thumb and third finger at the outer edge, and gently ease away from the lid.

A fine line of dried adhesive is often left along the band after wear. This should be removed by holding the lash with just the base showing, gripping the edge of the adhesive with tweezers and easing away. Normally the adhesive will come away in one strip, but if it should be obstinate, dip the lash in a little liquid—such as Eylure Lash Cleanse & Curl, and dry with a tissue. Replacing the lashes on the plastic mould they are supplied on will help them to retain their contour shaping. But if, after frequent wearing, the lash curl becomes limp, a useful tip is to slip them inside a slip of greaseproof paper round a pencil and leave overnight.

### Easy as winking

False underlashes are now becoming more widely used, putting paid to the once held belief that underlashes should not be emphasised. They are fixed in very much the same way as all fake lashes, but with two differences. The lashes must curl downward and, Eylure recommend looking straight into the mirror when putting them on, instead of looking down as usual. They should be applied directly under natural lashes, the shortest end nearest the inner corner of the eye and then the whole lash length firmly pressed down.

Practice makes perfect they say, so the more eyelashes women experiment with the better. And today, with all the false eyelashes to choose from, including wet-proof, it shouldn't be difficult.

Here is a short list of some of those now available:

Cardinelli: Extremists, which are extra-long but fine; Ragamuffins, separated into fine spikes and available in colours; Tapers, feathery design trimmed into delicate points; Individuals, long individual strands; Understatements and Extra Long Understatements, fine underlashes of extra length.

Eylure: Tiddlywinks, Flutters, Tipsies, Zebras and Ticklers all from the Wash n' Wear range; See Through numbers 1, 2, 3, 4, 7 and 8 which are clusters of permanently curled lash groups spaced out onto a transparent band varying in thickness and length depending on the number. See Through No. 1 to 4 are recommended for every type of eye, but No. 7 and 8 are best for girls with larger eyes who like more emphasis. Newcomers are Naturalites, very natural-looking with an extra-fine band and Movie Greats, called Gigi and Camille respectively. Maybelline: Sweepers, extra long; Natural good for beginners; Eye-flyers, a combination of the natural and spiked look; Lower n' Lower, long lower lashes on a transparent backing strip and newest additions, Teasers, Flutterbyes and Flappers from the Just Lashes range.

Max Factor: Natural Fashion; Pointed Fashion; Extra Long lower lash; Tendrils, feathery and longer at the side to give sweeping effect and Innocents, natural looking tapered lashes.

Mary Quant: Wash n' Wear Lash Fluffs; Loads of lash, which are long strips of lashes where the woman cuts her own lashes and Wisps.



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**Wella—we know about hair**



# Looking beyond the look

**BY NOW** we should all have a fairly clear idea of what manner of woman the cosmetics manufacturers have destined us to be this autumn, as the approaching season is being heralded by the usual battery of fashion "looks", all promising a host of feminine attractions to those who venture to follow.

What difference should all this make to your life—at least behind the counter? For one thing, it should help to make your job easier, when attempting to sort what and how the rash of new products, shades and formulations are supposed to do—and being authoritative when cross-examined by the customer.

Some companies distribute showcards which illustrate their latest "look" and this provides an ideal see-at-a-glance guide to what they intend and the effect that can be achieved with their most up-to-date preparations.

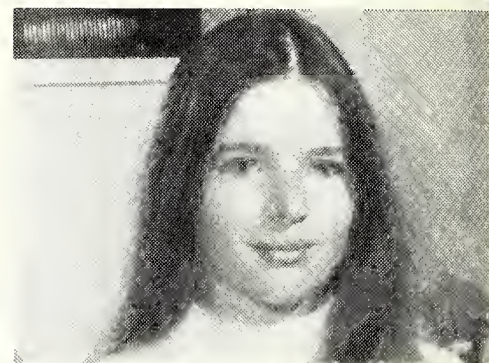
And that is basically what it is all about. Having closely scrutinised the colours and shapes of the garments forecast for the months ahead, the companies produce cosmetics to go with them and create a "look" as a vehicle to help promote them, particularly through women's magazines, where they find a ready home.

But fashion is not the only source of

inspiration—the world of entertainment also frequently provides the launchpad for ideas; it may be a musical show, a film, a particular character or just a general mood. Not to mention that celebrated and captivating young king, Tutankhamun, lying "in state" in the British Museum.

The overall image of the company concerned has also to be taken into account—an up market brand being tied to a fashion look with appeal towards the "raving" teenager would scarcely perform miracles to the sales charts, so the balance between the target customer and making an impact on novelty value has to be carefully measured.

How does it all begin? To find out, *Beauty Business* paid a visit to Charles of the Ritz where Mrs Elizabeth Brand, head of their training school, recreated the Radiant Look, which is being promoted for autumn 1972/spring 1973. This is designed to be versatile, adapting to



suit the personality and age of the individual.

For radiant, read also glowing, as the prime characteristic is a reflection of the back to nature movement, where we want to glow with health yet few of us do—at least not without some help from our make-up collection. Yet at the same time, the idea is not to be seen to have accepted this help. And bearing in mind that the photograph above shows the result of 20 preparations from the moisturiser onwards, it has succeeded.

## Creative Colour System

A very important part of all this radiance is the Creative Colour System for eye which is arriving on counter now and is based on some 35 Panne shadows in lustre translucent and frost, which can be bought separately and clipped together. They can be used in whatever combination is desired, applied layer upon layer—so it would take a mathematical athlete to work out just how many permutations are possible!

Having given the complexion a matte look with Veilence foundation, a neutral base was applied to the eyelid to blot out any discolouration and to intensify the colour, which consisted of lustre then translucent shadows over the entire lid and frost (below) just under the brow towards the outer corner of the eye and beneath the lower lashes. As the model had deep set eyes, the fold was accentuated by frosted white and to bring them further forward, an extremely fine line of satin liner was drawn, just to colour the roots of the upper lashes. Autolashique mascara was applied to the lashes, followed by brow softener, brushed against the hair with a shaped brush and then smoothed back in the "right" direction with a hard spiral brush.

## More Impact

To give the eye area even more impact, it was widened by highlighter swept from the top of the cheekbone round to above the brow-blushing powder, which contains frost, high on the cheekbone and continuing almost to the temples and on the forehead then a darker powder to hollow the cheeks.





# TECHNICAL SERIES—2

## ALL ABOUT NAIL POLISH

Prior to the introduction of nitrocellulose lacquers around 1927, the main polishing agents for nails were powder polish, paste polish and cake polish and the use of these products was entirely mechanical since they relied on buffing the nails to promote gloss. Even after the introduction of liquid nail polishes, Cutex powder polish remained in reasonable demand until 1963, when it was discontinued.

Until 1931, all Cutex nail polishes were imported direct from the United States, but with new duties being levied on cosmetics, it became necessary to manufacture in this country and in 1932 a plant was built which continued production up to the early war years, when lack of essential supplies caused production to be suspended until 1946.

Today the manufacture of nail polish is still a highly-skilled operation, with new ingredients and processes continually being tested and researched and formulas constantly improved.

Consequently, the product rationale given to the formulating chemists is a fairly lengthy document, but these are its salient points. They are required to produce a nail polish which:

- adheres to the nail
- is flexible enough to avoid chipping —ie is not brittle
- is water resistant but *not* waterproofable period and withstand every day passage of moisture through the nail must not be inhibited
- is durable and tough enough so that it may last on the nail for a reasonable period and withstand every day wear and tear
- has no harmful effects when worn continually
- only contains pigments approved by the Food and Drug Administration of America
- where necessary has a new formula which is ahead of fashion trends.

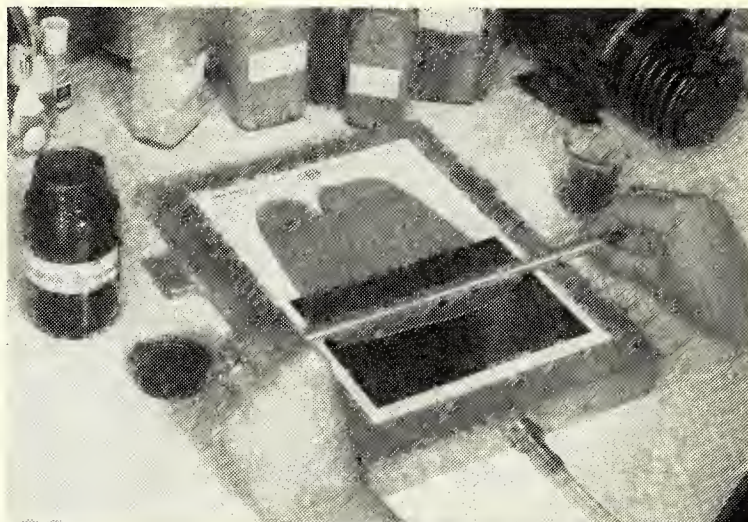
Basically, therefore, a colourless lacquer complying with all these requirements is produced which contains, among other things, nitrocellulose, solvents, a resin, and plasticisers. At this particular stage it is a pale straw coloured liquid and, to prevent discoloration, is stored in special tin or lacquer lined drums. This is the base for creme and opaline polishes.

To transform this modified nitrocellulose solution or lacquer into a creme polish, other ingredients must be added, namely titanium dioxide ( $\text{TiO}_2$ ), a suspending agent, and pigments.

Titanium dioxide is a powder which is added to the base lacquer to give the finished nail polish opacity or covering power. Because of its density it tends to settle rapidly, so, as a preventive measure a suspending agent is added.

At this particular stage (when the mixture of suspending agent, lacquer, and  $\text{TiO}_2$  look rather like thin white sauce),

Samples of the master standard polish and the new polish are poured side by side on to the hiding-power chart and drawn down with a metal rod, right, and below, pigment paste is added to a trial batch of polish in the laboratory



pigments in paste form are added in exact proportions, to produce the particular shade of polish required.

When manufacturing opaline polish, however, natural pearlescence in paste form derived from herring scales is added immediately before the pigment. No titanium dioxide is added as this could cloud the particular pearly lustre of opaline polish.

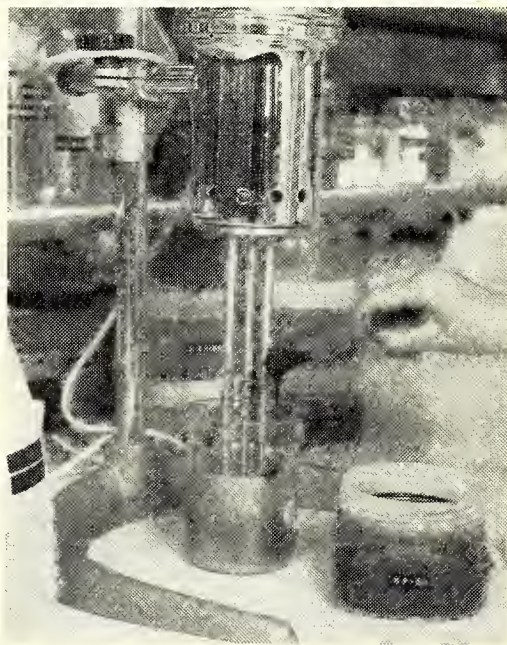
When new shades are required, the laboratory mix trial batches of polish within their colour brief and submit several bottles to the marketing department. After their approval, this polish is then produced in the lacquer compounding room and, as with the first batches of all new polishes, a chemist is present to supervise its manufacture. Samples are taken and instantly checked for shade accuracy and viscosity.

To shade match, the newly made polish is checked against one of the laboratory master standards and matching is done by comparing the two polishes on fingernails, in the bottles, and on a hiding-power chart as shown. Finally in order to control the viscosity of the polish each batch is tested as illustrated. When developing a new formula, other tests are carried out, including the scratch test and the flexibility test.

For the scratch test a thin metal plate coated with polish is scratched by a needle to check the mar-resistance of the polish, ie, how it is going to wear, and for the flexibility test, a film of polish is poured on to a petri dish of mercury then removed, dried and then manually bent at an acute angle to check its flexibility and brittleness.

Once the production batches have been approved for viscosity and shade, the compounded lacquer is filtered through a 100 mesh nylon sieve (10,000 holes per square inch) and taken down to the lacquer room in bulk for bottling, labelling, capping and packing.

Stringent safety precautions are rigidly enforced at every stage of polish manufacture. (Even the photographer had to choose a sunny day as no flash bulbs were



allowed). All machinery is driven by explosion-proof motors in special flame-proofed areas, where even the lights have to be specially flame proofed.

All vessels used are stainless steel, and they are earthed to avoid any build up of static electricity. All tools used in these areas are phosphor bronze to obviate sparking, and in the manufacturing area special air conditioning avoids any solvent vapour build-up.

These precautions are equally rigidly enforced in the lacquer room where the filling, capping and labelling are all done. The bottles slowly move along a conveyor belt and there is a different girl in charge of each particular operation.

Once the bottles are labelled, they are boxed, then stored in the warehouse until required. Even at this stage of production however, representative samples are checked by a quality control officer to ensure that the shade is accurate, the fill weight of the polish is correct, the labels are accurate and the cap is tight, and these findings are recorded for future reference.



# HOW MUCH DO YOU KNOW . . . .

## . . . . ABOUT PERFUME ?

Perfumes, cosmetics and soaps contain many and varied raw materials, from many lands all over the world, and all of which must be of the finest quality. When it is realised that a single perfume may contain not less than a hundred ingredients, one begins to appreciate that many hundreds of raw materials must be available to the perfumer. Here are details of a few of the interesting raw materials used in perfume:

### From flowers

**Lavender**—There are many varieties of this plant, some of which are grown both in England and France. The smell of Lavender varies in accordance with the altitude at which it is grown—the higher up the mountain, the sweeter the bouquet.

**Jasmine**—This is grown in all temperate and tropical countries, but the best commercial variety comes from Grasse in Southern France. Jasmine essence is about £40 an ounce.

**Rose**—Several species are cultivated on a large scale in Bulgaria, France, Turkey and Morocco. Bulgarian Otto of Rose at £30 an ounce is one of the best in quality.

**Lilac**—The world's leading chemists, notably in Switzerland, have now produced synthetics which enable the lilac fragrance to be copied very accurately.

### From fruit

**Bergamot**—This fruit is mainly grown in Calabria, in the toe of Italy, but small quantities of Bergamot are produced in the Ivory Coast and Majorca. Grown anywhere else, it is useless to the perfumer. Similar in appearance to an orange or a lemon, it has a more subtle fragrance than either.

**Orange**—The orange tree is the only one whose flowers, leaves and fruit can all be used by the perfumer. This oil from West Africa, Sicily or the United States of America is specially treated to yield an essential ingredient of many perfumes.

### From the seed

**Coriander**—is widely used in perfumery. It is grown in Russia and Holland but the most favoured source is that grown in Hungary. Coriander is also used in many liqueurs for it has such a distinctive flavour.

### From wood

**Sandalwood**—of the many oils obtained from woods, perhaps the most valuable is sandalwood oil. The best quality comes from Mysore in India and from Australia. The bark of the tree is sometimes used to provide boxes and containers for perfumery.

**Rosewood**—The rosewood tree, providing an important perfume oil, is grown in Brazil and Guiana, but at one time, the tree became almost extinct through excessive use



for timber and its cultivation is only now being revived.

### From roots

**Orris root**—Only the root of the white flowering plant is used for perfumery purposes. The irises are cultivated on a large scale near Florence in Italy and the root must be stored for long periods before extraction.

### From leaves and plants

**Patchouli**—Leaves of the patchouli shrub are grown on a large scale in Indonesia and the Seychelles.

**Geranium**—This shrub bears no relation to the flower cultivated in England. It is grown principally in Algeria, Morocco, Madagascar and Kenya. It produces a rich, rosy oil widely used in perfumery.

### From animals

**Musk**—The musk deer, from which this product is obtained, inhabits the high mountains between India and China. The animals are shot or trapped by hunters for their hides and antlers, and for meat. Some

hunters realise that the musk deer gland secretion is sometimes used in expensive perfumery products and will offer it for sale as well, but synthetic musk is now very much in evidence.

**Civet**—In Abyssinia, the wild civet cat is caught and confined in a cage. A protein diet results in a high production of the glandular secretion used as a fixative in perfume. Synthetic substitutes are used but are not as effective as the natural product.

**Ambergris**—Lumps of ambergris similar to pumice stone form in the intestine of the sperm whale. The ambergris is vomited and is usually found cast up on the beach of Australia, Arabia, China, Japan and around Greenland. Used as a valuable fixative in perfume, it is costly.

**Now test your perfume skill and turn to page 16. Answer six questions, plus a tie-breaker, and you might win one of the lovely decanters offered by Yardley, filled with Old Lavender perfume.**



# YOU'LL BE SELLING NOW

## For fragrance

### YARDLEY Khadine

**Selling peg:** Subtle, spicy perfume inspired by the East.

**Prices:** Perfume £1.25, mini-spray £0.69, foam bath £0.77, talc £0.37, soap £0.22 and Cologne £0.87.

### GERHARDT Fresh 'n Dainty Cologne

**Selling peg:** Perfume Cologne range each formulated in conjunction with Katrina, well known astrologer, and linked to the signs of the Zodiac.

**Price:** £0.95

### MINERS Eastern Oils

**Selling peg:** Six perfume essences of Patchouli, Musk, Jasmine, Mandarin, Verbena and Sandalwood, all of which form part of the ingredients of conventional perfume ranges. These perfume oils however, can be worn alone, or mixed by the wearer to find their own fragrance.

**Price:** £0.30

### REVLON Norell

**Selling peg:** A floral perfume created by Norman Norell, American fashion designer.

**Prices:** Perfume ½oz £8.15, 1oz £14.20, 1oz £22.75; Perfume spray ½oz £7.00, in pouch £11.85; Cologne 2½oz £3.95, 4oz £6.00, 8oz £10.00, Cologne spray 2½oz £4.60.

## For bath 'n after

### CARDINELLI Bath Additives

**Selling peg:** Foam bath and oil bath packaged in the same attractive "fantasy" theme as their Hoodwinks eyelash range.

**Prices:** According to size

### VERNON POWELL Verona Bath Pearls

**Selling peg:** Capsules filled with dispersible bath oil supplied assorted in Carnation, Gardenia and Verbena perfumes.

**Price:** £0.15

### SYNTEX Hand and body lotion

**Selling peg:** Contains the same natural skin lipids artefact as other Syntex products.

**Price:** £0.60

## For skin care

### MINOXIA 41 range

**Selling peg:** Two additions to the 41 range of medicated

products and both aimed at young skins. They are facial mask 41 which refines the skin's texture as well as deep-cleansing it and deodorant antiperspirant 41 which is also medicated.

**Price:** Mask, £0.05 per sachet and deodorant, £0.57

## For make-up

### MIA COSMETICS

**Selling peg:** A range of skin care and make-up products specially formulated for darker skins. The skin care items are all gel based, as are the eye cosmetics and blusher, and the range includes foundations in 12 shades, face shapers, concealer cream, pearly eye tints and highlighter plus cleanser, conditioner and toner.

**Prices:** According to item.

### REVLON Spicy Ices

**Selling peg:** A range of warm frosted shades for the lips, nails and eyelids with a choice of four lipsticks plus matching nail enamel. Powdered brush-on eye shadows, two to a compact, are available in four combinations.

**Prices:** Lipstick £0.65, nail enamel £0.50 and eye shadow compact £1.25.

### MAX FACTOR Whipped Creme lipsticks

**Selling peg:** Two new shades have been added to the range, Red Chili and Silky Lilac.

**Price:** £0.55

### FONTAREL make-up products

**Selling peg:** A series of make-up preparations to complete Fontarel's range of skin-care products. It consists of three shades of foundation creams, cheeksticks, both loose and compact powder, waterproof roll-on mascara, six eye shadows and 12 lipsticks.

**Prices:** According to item

### MINERS Shockers

**Selling peg:** A range of products for lips, nails and eyes in luminous, electric colours. Each item, say Miners, contains Day-Glo pigments to give a "fluorescent" effect which is particularly suited to ultra-violet lighting. Shocking Pink and Shocking Red are the nail polish and lipstick shades and the eye shockers kit contains Shocking Pink, Azure, Corrosive Green and Acid Yellow. A lip glosser is also available.

**Prices:** According to item



## For nails

### CUTEX Nail Body

**Selling peg:** Nail strengthener which cements flaking nails, provides an "elastic" coating which helps prevent nail damage and also conditions them. Available in two shades, Natural or Pink Pearl.

**Price:** £0.45

## For men

### DANA PERFUMES Canoe Royale

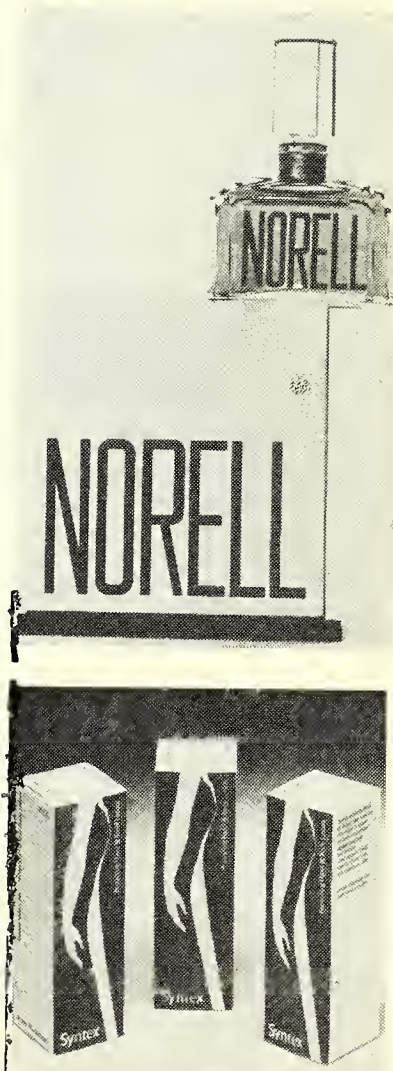
**Selling peg:** A range of toiletries for men with a cool fragrance dashed with Bergamot and other citrus notes for extra freshness.

**Prices:** after shave £1.85, antiperspirant £0.47, soap £0.42, puffer talc £1.00, body talc £0.80

### ESTEE LAUDER Aramis

**Selling peg:** Nine Christmas gift sets including the Aramis decanter filled with cologne, the Viceroy which contains 2oz cologne, 4oz aftershave and 6oz each of Shave Foam and Cool Spray Talc, the Vanguard with 6oz Cool Spray talc and 2oz each of cologne and after-shave.

**Prices:** the Viceroy £7.20, the Vanguard £5.20, the Emissary £1.20





# YOU'LL BE SELLING NOW

## For hair

### EUGENE 10 Day Colour Set

**Selling peg:** A range of hair colours combined with setting powder, each in a 20cc phial: White Silver, Pearl Grey, Honey Brown, Chestnut, Brunette and Lightener.

**Price:** £0.11

### WELLA Almond Creme rinse

**Selling peg:** Scented Almond Creme rinse, which contains almond oil, for dry hair or flyaway hair with static electricity. Available in flip-top bottles.

**Price:** £0.35

### L'OREAL Recital shampoo

**Selling peg:** Specially developed formula shampoo for use on all colour-treated hair. It is the same shampoo as the one included in each pack of Recital colourant and, says L'Oreal, makes hair easy to comb and set after shampooing.

**Price:** £0.07½ per sachet

### CLEARASIL Soft Shampoo

**Selling peg:** A shampoo for greasy hair aimed at the 13-24 age group.

**Price:** £0.49

### BEECHAMS Silvikrin conditioning rinse

**Selling peg:** A conditioning rinse formulated to suit three different hair types; each one containing extra conditioning agents plus the ingredients astringent witchhazel and lemon for greasy hair, herbal tonic for normal hair and almond oil for dry hair.

**Price:** £0.18 (bottle) £0.05 (sachet)

### ROYAL SHIELD

**Selling peg:** A range of products for natural, uncontrived hairstyles such as the "Afro" style. Including conditioner, holding spray, neutraliser shampoo, oil sheen conditioner and blow-out creme.

**Prices:** According to item

## For eyes

### MAYBELLINE Blooming Colours

**Selling peg:** Soft, pearlised eye shadows in a choice of three palettes; each containing four shadows, a four-sided applicator and oval godets.

**Price:** £0.49

### MINERS Water Colour Kit

**Selling peg:** Each kit contains five colours and a pearly mixer plus brush so that women can mix their own shades.

**Price:** £0.41

### MINERS Eye Paint

**Selling peg:** Vivid, non-streaky colour in a tube available in Bright Blue, Violet, Peacock and Lime shades.

**Price:** £0.23

### EYLURE Naturalites

**Selling peg:** A range of false eyelashes with light fixing base for ease of application, consisting of Naturalites No. 1, No. 2 and No. 3 in brown, black or soft black.

**Price:** £0.75

### EYLURE Movie Greats

**Selling peg:** Two new lashes added to the Miss Eylure range of false eyelashes called Gigi and Camille.

**Price:** £0.59

### REVLON Super Rich Shadows

**Selling peg:** A new eye shadow formula containing proteins and moisturisers. Packaged one to a 2in square case, with its own applicator. Available in five frosted shades plus seven unfrosted ones.

**Price:** £0.75

### REVLON Eye Gleamers

**Selling peg:** Five shades added to the range of frosted eye shadows in a tube, which are Vivid Blue Lustre, Vivid Green Lustre, Aqua Lustre, Lilac Lustre and Lilac Lustre.

**Price:** £0.80

### CUTEX Blinkers mascara

**Selling peg:** An automatic mascara in shiny aluminium barrels topped with balls of colour that match the six shades of brush-on mascara inside.

**Price:** £0.65

### RUBINSTEIN Minute lipcreme

**Selling peg:** Lipstick presented in a brush case, available in 12 shades ranging from pale orange to deep burgundy.

**Price:** £0.95

### REVLON Colorshine

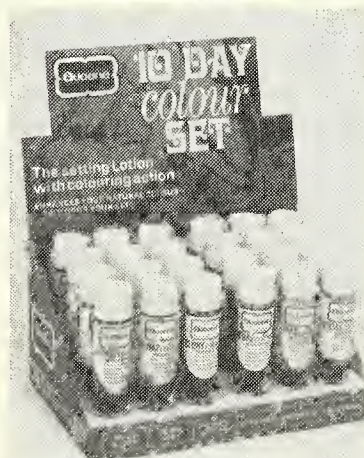
**Selling peg:** Five new shades added to the Colorshine range of lip glossers.

**Price:** £0.70

### COTY Honey Pot lip conditioner

**Selling peg:** Colourless lip conditioner containing hydrolised protein presented in small pot.

**Price:** £0.55



## Coming soon

### OUTDOOR GIRL Tawny perfume

**Selling peg:** A warm, woody fragrance added to the Tawny range of cosmetics which were created for darker skins.

**Prices:** Handbag size £0.23 and spray mist £0.55

### REVLON Moon Drops Plus

**Selling peg:** A floral perfume with fruity overtones which, say Revlon, because of a high concentration of essential oil content will last a long time.

**Prices:** Cologne Plus 2oz £1.65 and 4oz £2.50, Cologne Plus spray mist 2oz £1.95, Perfume Plus spray mist ½oz £2.95

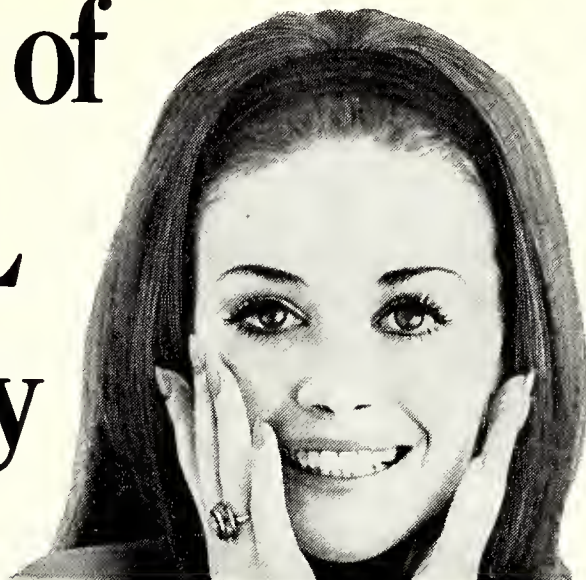
### COTY Protein products

**Selling peg:** Frosted liquid eye shadow with a hydrolised protein formula which forms a protective moisturising film on the skin; available in six shades. Also Protein mascara and Protein lash conditioner, both with hydrolised protein to recondition lashes.

**Prices:** Protein eye shadow £0.95, Protein mascara £1.25 and Protein lash conditioner £1.50.



# The touch of REAL Beauty



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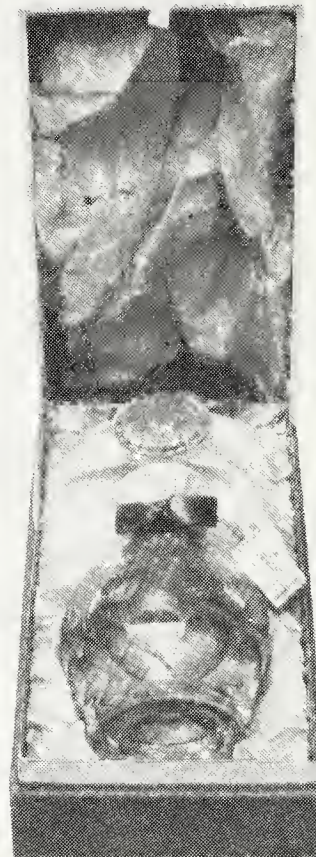
# YARDLEY PERFUME QUIZ

After reading page 11 of this issue, which is all about what goes into a bottle of perfume, perhaps you feel confident enough to try answering the seven questions listed below. The first 25 replies, with the correct answers plus best tie-line, will receive a beautiful decanter from Yardley filled with their well known Old Lavender perfume (pictured on the right). After completing the form, not forgetting name and address, send it to:

The Editor, Yardley perfume quiz, Chemist & Druggist, 25 New Street Square, London EC4A 3JA. Names of the winners will be published in December 16/23 issue of Chemist & Druggist.

## RULES

This competition is open to all readers other than employees and families of Chemist and Druggist, their publishers, Yardley Ltd, or any associated company of Yardley Ltd. The winners will be chosen by the judges and their decision is final.



## ENTRY FORM

CUT HERE

1. Which is the most widely used floral compound in perfumery today?

- ☐ Jasmine  
☐ Rose  
☐ Lavender

2. Lilac flowers are no longer harvested for their fragrance because

- ☐ A good synthetic is better  
☐ To extract essence from the blossom is difficult  
☐ The lilac fragrance is no longer required

3. You can sell perfumes faster if you

- ☐ Change your perfume display every week  
☐ Offer your regular customers a spray from a tester every time they come in, irrespective of what they buy  
☐ Keep testers on the front of the counter

4. Perfumers have synthetic compounds for

- ☐ Ambergris  
☐ Musk  
☐ Civet

5. Which has been the most important innovation in the perfumery business that has helped raise the sales of fragrance products in the last few years?

- ☐ The mini-spray  
☐ Use of synthetics  
☐ The roll-on perfume tops

6. What is the name of the latest perfume launched by a British perfume house which has Eastern connotations?

7. Complete the following sentence in not more than 12 words:

"The secret of Yardley's success in the perfume field is due to

.....

.....

.....

.....

.....

.....

Name .....

Shop name .....

Shop address .....

.....

.....

ENTRIES MUST BE RECEIVED NO LATER THAN NOVEMBER 30